

Minerva Partner Network Optimization

A 3rd Party Network Platform

Algorithmic Insights Applied to Extended Partner Networks



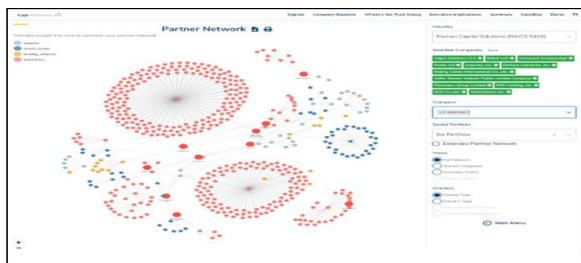
Get insight into your 3rd party suppliers – algorithmically...
Because surprises are never a good thing

Two problems to solve:

- 1. The Lack of Transparency Problem:** "We are often exposed by lack of visibility into our partner's partners and our partners' partners' partners which can surprise us a) if they become competitors to us or b) they are unable to keep delivering to our expectations, which often change." (Global Supply Chain SVP)
- 2. The Risk Exposure Surprise Problem:** "We are only as successful as our partners are effective. If they face challengers, we do too. The problem is: we seldom know that they do until it's too late." (Supply Chain Director)
Mitigating the risk of 3rd parties can comprise up 7% of an organization's operational spend. . This equates to an estimated USD \$70m for every \$1b spent on materials and services. Equally damaging is the reputational risk created by "surprises" from partners and more likely, your partners' partners many of which organizations have little to zero insight into.

What if you could...

1. Identify you known (T1) and unknown (T2, T3, Tn) network?



3. Dynamically monitor risk exposures – of different types – across specific partners across the network



2. "Amplify the faint signals" of relevance to your partner network (by different types of signals)



4. Both a) quantify specific implications and b) map signals to specific metrics and capabilities

