

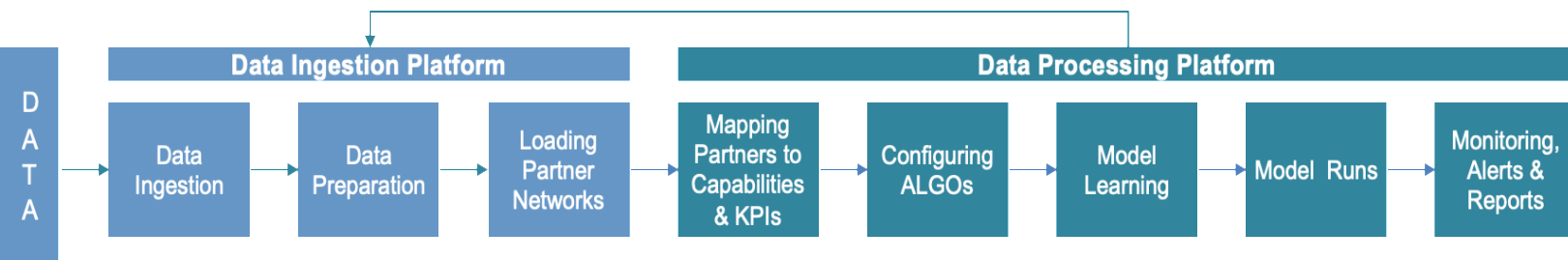
# Minerva – Optimizing your Partner Network

A Partner Network Optimization Platform – powered by data science & visualizations

Get insight into your T1, T2 and T3 partners in terms of risk exposure and capabilities provided to protect your customer commitments while optimizing your partner network.

Two problems to solve:

- 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)
  - 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 3<sup>rd</sup> 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.



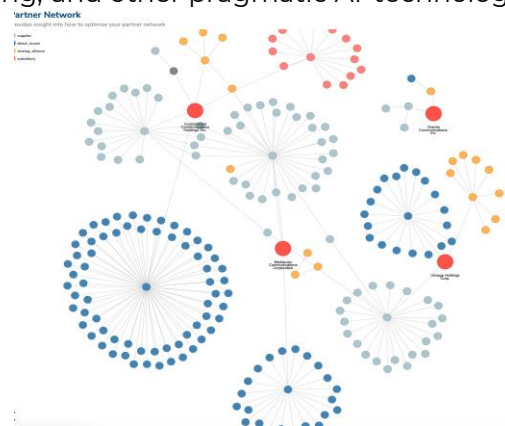
Our AI-enabled platform helps you to both protect & extend your enterprise value – helping you 'make visible what is invisible'...

before it's too late... powered by algorithmic insights, machine learning, and other pragmatic AI-technologies.

Pragmatic value propositions:

- Lower your risk profile vis-à-vis your partner networks (T1, T2, T3) in terms of potential impacts on your business (operational, technology, financial)
- Figure out how to optimize that network

**Insights in days, rather than weeks, or real-time monitoring with implications on financial exposures and what to do about them**



## CLEARPRISM

Focused on execution. Powered by algorithms.



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