EY OpsChain Network Procurement

Efficiency in negotiating globally and executing locally

Buyer networks actually Smart contracts track volume Seller networks have have multiple different roles: and enforce discounts: similar complexity: Network leader (buyer) Networ (seller) **Network leader** Digitally signed contract Total volume Discount table Authorized buyers Authorized sellers Owned Owned Subsidiaries Owned subsidiaries Blockchain smart Requested volume > Received PO → Authorized Authorized distributors Authorized contract ← Approved price ← Product shipment ! buyers Finalized PO → Proof of delivery > Proof of delivery > ← Invoice Fulfill Contract Order Invoice Ę

Business issue

Procurement is the primary function through which organizations interact with external business partners. While supplier and buyer networks alike have become increasingly complex, the technology used to manage these networks is based on legacy applications and processes. The result: procurement teams are very good at negotiating agreements but struggle to effectively execute them.

Solution description

The Network Procurement solution allows organizations across all sizes and sectors to reduce the complexity created by extended business networks, fragmented IT systems and increasingly variable procurement agreements.

The solution is first-of-its-kind, enabling companies to run end-to-end procurement activities using tokens and smart contracts on a public blockchain network. The product is delivered through a software-as-a-service (SaaS) model on blockchain.ey.com.

Business benefits

- ▶ Increase transparency across supplier network
- ▶ Eliminate manual reconciliations
- ▶ Automate contract execution
- Leverage one single, immutable version of the truth for authorized stakeholders
- Increase data accuracy and analytics
- ▶ Integrate siloed systems into one environment

Blockchain credentials

Microsoft: Digital software procurement for the Xbox video game network

China power and utility company: Direct materials procurement for construction service agreements

Why EY

- ► True global delivery capability for blockchain
- One SaaS infrastructure for all EY blockchain products on blockchain.ey.com
- Globally recognized as a technology leader in blockchain
- Filed 17 patents in encryption and blockchain solution design

<u>Industries</u>

- Advanced manufacturing & mobility
- Consumer products & retail
- Life sciences
- ▶ Energy
- ▶ Government & public sector

Stakeholders

- ► CPO, head of direct procurement
- ► CIO, CTO
- ► COO, head of supply Chain

Technologies

- ▶ Blockchain
- Smart contracts
- Enterprise resource planning integration of application programming interfaces

Key contacts

Paul Brody

Global Blockchain Leader paul.brody@ey.com

Marco-Tariq Badur

Product Owner

marcotariq.badur@ey.com

John Frechette

Business Development john.frechette@ey.com



EY | Assurance | Tax | Strategy and Transactions | Consulting

About EY

EY is a global leader in assurance, tax, strategy, transaction and consulting services. The insights and quality services we deliver help build trust and confidence in the capital markets and in economies the world over. We develop outstanding leaders who team to deliver on our promises to all of our stakeholders. In so doing, we play a critical role in building a better working world for our people, for our clients and for our communities.

EY refers to the global organization, and may refer to one or more, of the member firms of Ernst & Young Global Limited, each of which is a separate legal entity. Ernst & Young Global Limited, a UK company limited by guarantee, does not provide services to clients. Information about how EY collects and uses personal data and a description of the rights individuals have under data protection legislation are available via ey.com/privacy. For more information about our organization, please visit ey.com.

© 2020 EYGM Limited. All Rights Reserved.

CS No. 2006-3535399 ED None

EYG no. 006268-20Gbl

This material has been prepared for general informational purposes only and is not intended to be relied upon as accounting, tax or other professional advice. Please refer to your advisors for specific advice.

ey.com

