

Standard Presentation 2023

July 21, 2023

Presented by: Dana Klein, VP
Intelleges

Dana Klein

Vice President - National Labs and Research Universities

- Chief Product Evangelist
- 20+ years experience
- Sector Expertise: manufacturing, aerospace, automotive
- Industry thought leader
- Focused on customer success



Michael Critelli

Chief Strategic Advisor

- Pitney Bowes: Former CEO and Chairman of Board
- Rand Corporation: Board Member
- Eaton Corporation: Board Member
- Harvard Law School graduate
- High standards of ethics and governance
- Understands how integrating AI can help companies manage risk and transform their supply chains



Our Leadership Team



Carl Greppin

Case Western University
Doctor of Philosophy (Ph.D.)
Strategic Studies



John Betancourt

Founder & CEO

40+ Years
Enterprise Software Development



Kevin Walker, CPA

V.P. Global Compliance

20+ Years
(former) DCMA CPSR Audit Lead
Honeywell Aerospace

Key Customers & Certifications

2022 Supplier of the Year

Awarded Supplier of the Year by Battelle in 2022, recognizing our outstanding performance and strategic value in enabling their supply chain compliance.



Company Purpose

Intelleges provides an integrated platform that revolutionizes supply chain compliance.

Problem

- Supply chain compliance is complex with 100+ regulations globally
- 80% of companies struggle to track compliance manually
- Risk of penalties, shipment delays, and reputational damage
- Paper-based, non-centralized solutions with inefficient manual process
- Companies have fragmented data and document collection processes

Solution

The *Intelleges* platform

- Automates compliance tracking and reporting
- Identifies and mitigates supply chain risks with AI
- Provides collaboration tools and analytics insights
- Drives efficiency, continuity, and competitive advantage
- One consolidated, single system for all compliance needs

OUR PLATFORM IS SIMPLE
AND EASY TO USE



1. Collect data



2. Clean data



Hindsight

3. Identify patterns



Insight

4. Make predictions



Foresight

Advanced Options (Additional Costs)



Intelleges Converts Paper Forms to Electronic Questionnaires

Paper-based
(Document)

A scan of a paper-based form titled 'AF-0062 AEROSPACE FAR PART 12 PURCHASE ORDER DOCUMENTATION SUMMARY (PODS)'. The form is divided into several sections, including 'GENERAL INFORMATION - COMPLETE ON ALL ORDERS' and 'SOURCE SELECTION - COMPLETE ON ALL ORDERS'. It contains various checkboxes and text fields for providing detailed information about the purchase order and the supplier selection process.

A screenshot of the electronic version of the AF-0062 Aerospace FAR Part 12 Purchase Order Documentation Summary (PODS) questionnaire. The interface is titled 'AF-0062 AEROSPACE FAR PART 12 PURCHASE ORDER DOCUMENTATION SUMMARY (PODS)'. It features a 'Section 2 - SOURCE SELECTION' section with a 'Please select all applicable situations supporting this reason:' prompt. Below this, there are two columns: 'OPTIONS' and 'SELECTED'. The 'OPTIONS' column lists various criteria such as 'Specialized Expertise', 'Unique Test Equipment', 'Warranties', 'Inferior Quality', 'Follow-on Acquisition/Contract', 'Duplication of Cost', 'Limited/Exclusive Rights', 'Highly Technical Services', 'Specified Makes/Models', 'Utility Services', 'Brand Name', 'Customer Directed', and 'Only Approved Supplier'. The 'SELECTED' column shows 'Unique Capability' and 'Specialized Personnel' selected. The interface also includes a 'SAVE FOR LATER' button and a 'Provide a fully supported explanation on how the proposed supplier's qualifications supports the single/sole' prompt.

Convert to Electronic Questionnaire

Generate Audit-Proof
PDF

A screenshot of a Honeywell form titled 'U.S. GOVERNMENT REGULATIONS AND STATISTICS'. The form includes a header with the Honeywell logo and checkboxes for 'Commercial Unique', 'Commercial FAR Part 12', and 'Non-Commercial FAR Part 15'. Below the header, there is a section for 'SUPPLIER CERTIFICATION AND REPRESENTATION FOR CALENDAR YEAR 2018'. This section contains a table for 'APPROPRIATE BUSINESS INFORMATION FOR BUSINESS' and 'APPROPRIATE BUSINESS INFORMATION FOR BUSINESS'. The form also includes a section for 'BUSINESS SIZE AND TYPE CLASSIFICATION' with various checkboxes for 'Large Business', 'Small Business', and 'Disadvantaged Business Enterprise (DBE)'. The form concludes with a 'NOTICE' section and a 'FOIA' section.

Collect Data for
Analysis



Product

- 100+ pre-configured regulations and risk models
- Automated workflows for 60%+ increased response rate
- Advanced analytics and customizable dashboards
- APIs for seamless integration with existing systems
- AI Integration for real-time supply chain risk visibility

OUR PLATFORM IS COMPREHENSIVE



Key Questions

Critical Parts – Supply Chain 911

1. What challenges does [Company Name] currently face when it comes to sourcing critical parts, key suppliers or experiencing on-time delivery problems? How do you typically handle these situations?
2. Can you identify your biggest headache or pain point when it comes to obtaining critical parts or key suppliers? Are there specific areas where you feel there is room for improvement?

Supply Chain and Procurement Data & Document Collection

1. What goals does [Company Name] have in terms of the items listed on our wheel? Are there specific areas where you are looking to improve efficiency, reduce costs, or enhance overall performance?
2. Can you identify your biggest headache or pain point when it comes to data and document collection from suppliers or procurement personnel for compliance with [Protocol Selected]? Are there specific areas where you feel there is room for improvement?
3. How does [Company Name] currently handle diversity outreach within its supply chain? Are there any specific initiatives or strategies in place to automate the process and make it easier to ensure supplier diversity and inclusivity? Are there areas that can be improved?
4. How does [Company Name] currently collect data and documents from suppliers for compliance, sustainability, and on-time delivery issues? Are you using any specific tools or processes for this purpose?