



Trusted Source of Supplier Data that
powers a \$20B procurement industry.



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CBC **Forbes** **Techvibes**
betakit **NATIONAL POST**
THE GLOBE AND MAIL **IT WORLD**



tealbook®

Poor data quality is the leading cause of failed eProcurement implementations and adoption in a software industry that is expecting to reach \$20B by 2021.

49% of enterprises have experienced a project failure in the recent 12 months.



75% of new IT projects will fail because of poor data.

Gartner



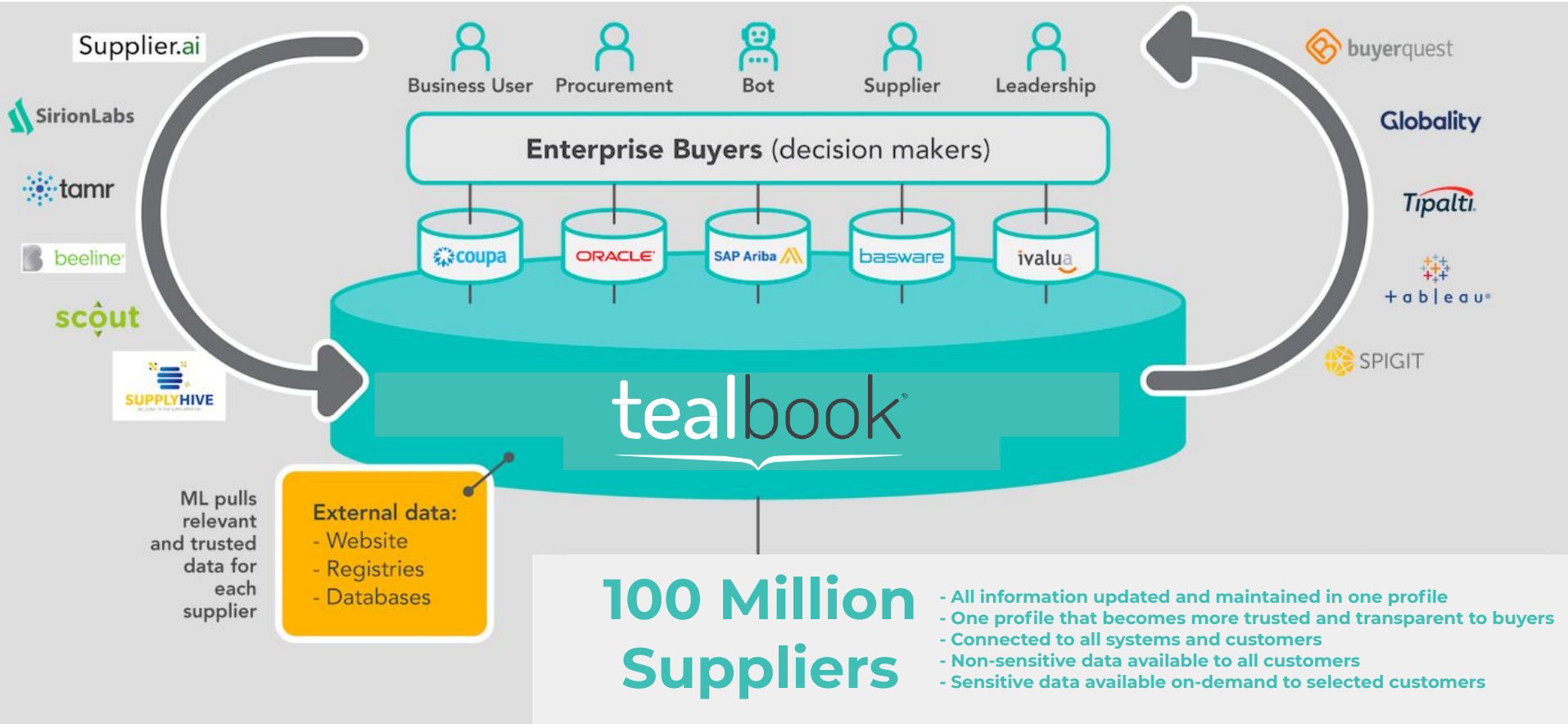
Tealbook is an AI based, supplier data cloud that proactively discovers and validates supplier data in real time, delivering an ***enriched data stream*** into any eProcurement solution.



Trusted by:



Tealbook delivers an *enriched data stream* into any eProcurement solution



“We don’t want to incur the cost, effort and risk of collecting, maintaining and validating supplier data ourselves. It’s an impossible task and it limits our visibility into opportunities.

We want access to trusted, validated and transparent data with the insight needed to be agile, innovative and drive our business forward.”

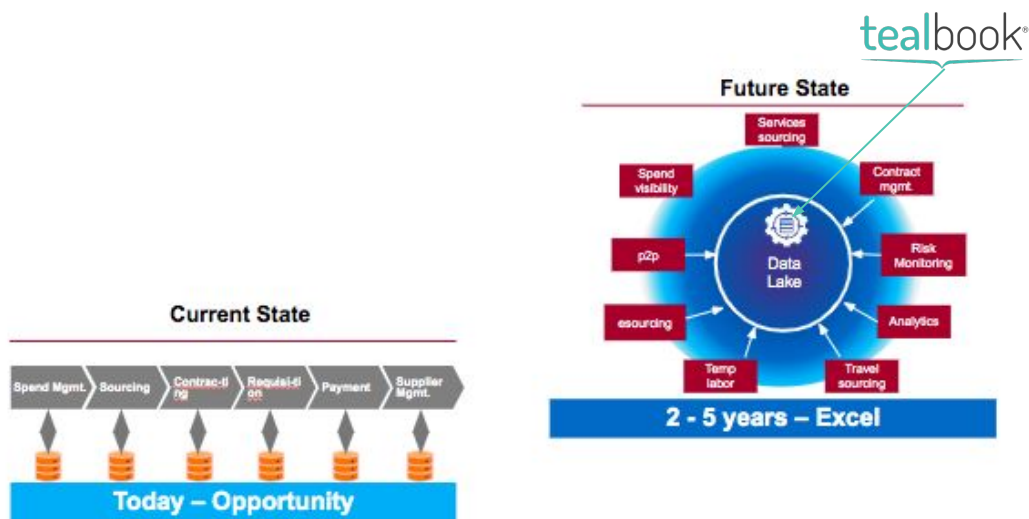
Fortune 100 Tealbook customer

Future State

AT&T

Reaching for the North Star

Illustrative



North Star (AppStore)



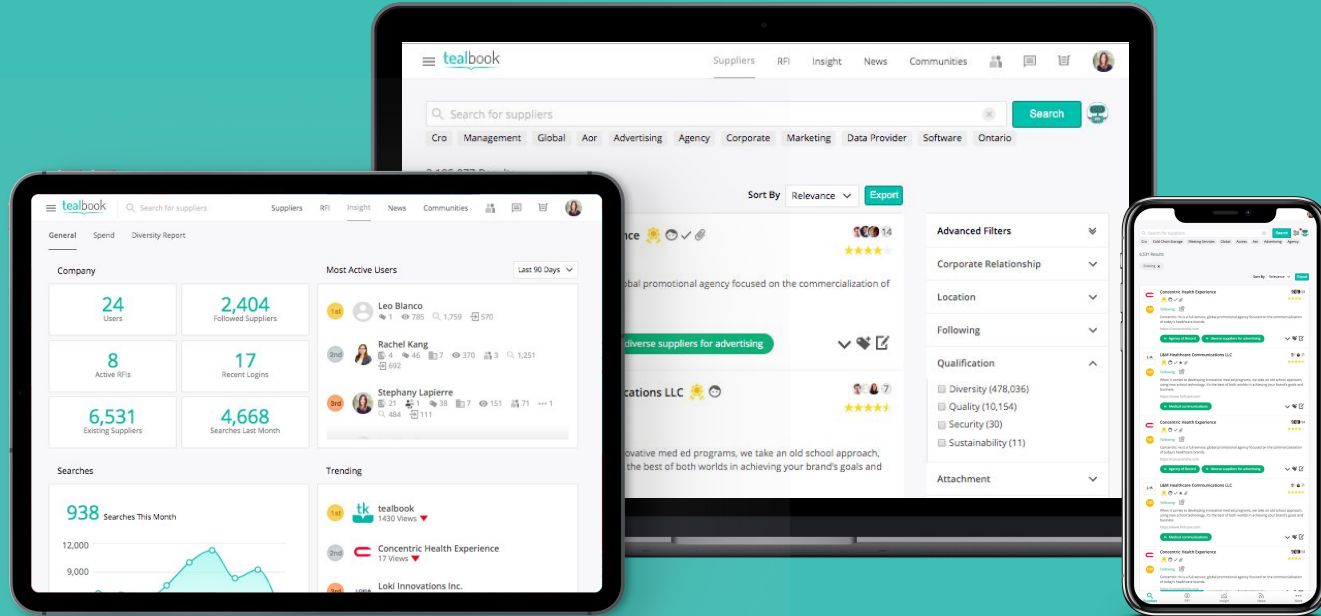
5 key supplier life cycle data buckets

Profiles	Contacts	Risk	Onboarding	Certifications
Good and services	Employee names	Financial	Banking information	Diversity
Categorization	Emails	Market trends	Tax records	Sustainability
Similarities	Locations	Social	etc.	Quality
Relevance	Social Media	Political		Security
etc.	etc.	etc.		etc.

Community data across buckets increases buyer trust and value to suppliers

Spend trends, record validation, relevance, sentiment, performance.

tealbook.com
Sales@tealbook.com



tealbook®

It's easy to get started

Step 1 - Baseline vendor master data quality enrichment

One-time report

Step 2 - Dynamic supplier vendor master

Annual stand alone subscription

Step 3 - Automation of an enriched data stream into your systems

Annual subscription per integration



Sample of a blinded report included

Set your baseline and build your strategy to a more complete, trusted, insightful and useful record of your suppliers.

General Overview

The biggest things we noticed after analyzing your company were

\$84M

Confirmed Diverse Spend
in 2018

5.9K

Unique Suppliers out of
18,377 supplier IDs

238

Suppliers Contribute 80%
of Total Spend in 2018

Of Your 18K Supplier IDs

5,986

33%

Suppliers are unique (based on websites)

1,671

28%

Suppliers contribute 99% of total spend

570

12%

Suppliers found with multiple IDs



Top Suppliers with Multiple Supplier IDs

A decorative network diagram is located on the left side of the slide. It consists of a series of interconnected nodes and lines. Some nodes are highlighted with orange dots, and the lines connecting them are also orange, while the rest are light gray.

Supplier	Spend	# Supplier IDs
eecol.com	1.1M	27
sofinafoods.com	30.4M	11
saputo.com	102.7M	10
telus.com	1.1M	10
mapleleaf.com	11.4M	8
aggrowth.com	50.6M	7
vanhoutte.com	3.5M	7
spectrumbrands.com	1.7M	7
bayer.com	282.1M	6
afaforest.com	36.0M	6

Data Enrichment

17,363

999%

Unique tags added to supplier profiles

12,751

222%

Physical addresses added to existing suppliers

18,911

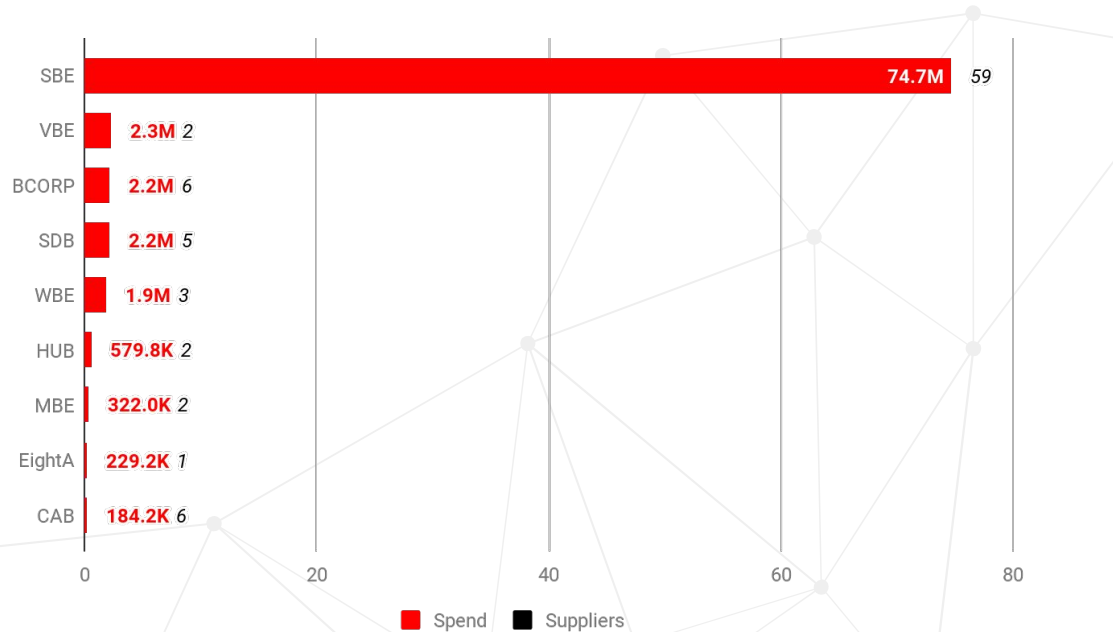
312%

Email contacts generated for existing suppliers



Your Diversity

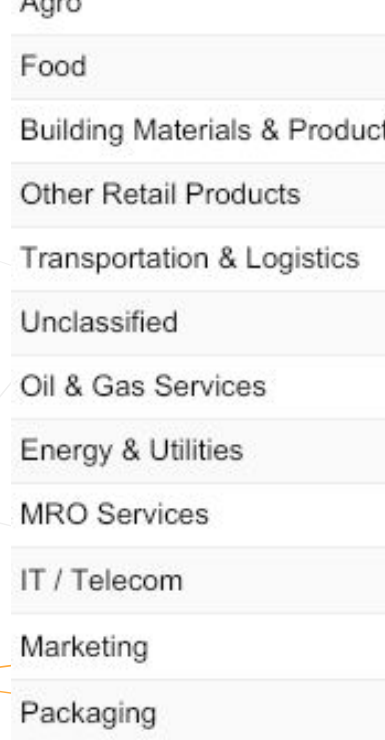
\$84M confirmed diverse suppliers or 3%
of 2018 total spend
(+\$7.5 M potential suppliers identified tealbook)



[source](#)

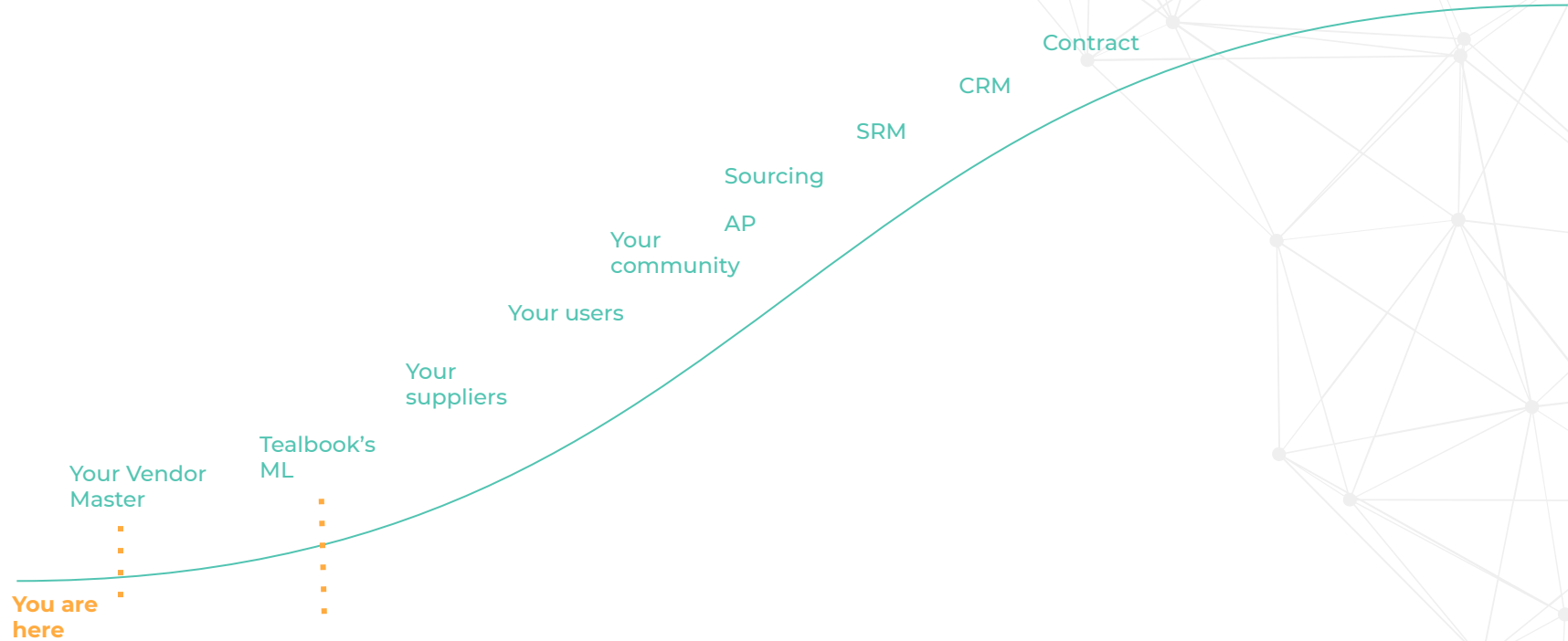


Top Suppliers by Category

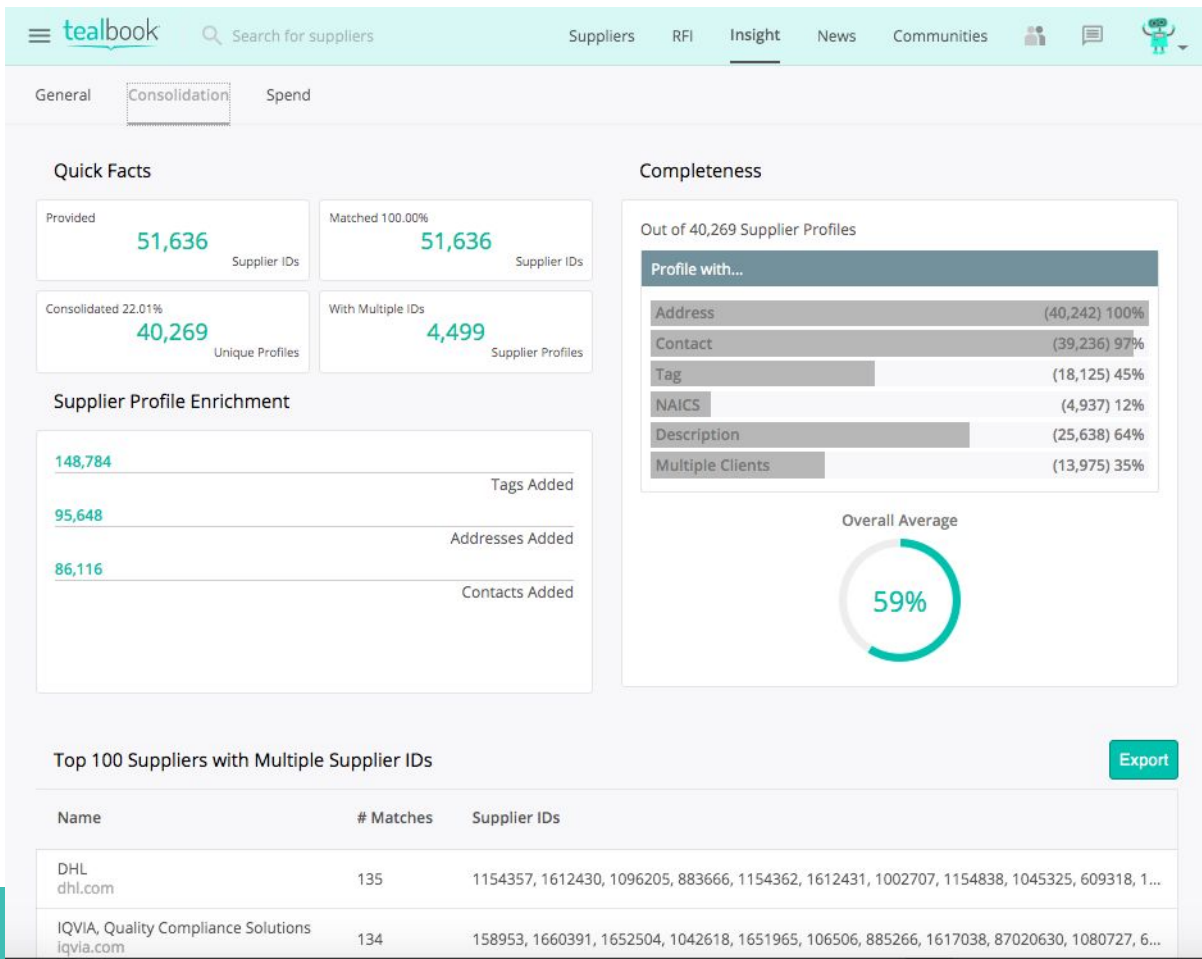


Categories	Spend	# of Suppliers	Main Supplier	Share
Agro	955.9M	71	bayer.com	30%
Food	946.4M	276	saputo.com	11%
Building Materials & Products	195.8M	117	afaforest.com	19%
Other Retail Products	174.7M	74	jti.com	19%
Transportation & Logistics	174.3M	92	cpr.ca	9%
Unclassified	143.4M	2,772		
Oil & Gas Services	142.9M	40	enbridge.com	44%
Energy & Utilities	64.3M	19	saskpower.com	51%
MRO Services	46.9M	32	nee.ca	32%
IT / Telecom	46.3M	31	ibm.com	28%
Marketing	36.7M	21	blackhawknetwork.com	67%
Packaging	36.1M	26	tctranscontinental.com	31%





Journey towards a more complete, transparent and insightful record





It's easy to track and report




It's easy for anyone to use

SuppliersRFIInsightNewsCommunities


 

OncologyInfrastructurePhysiciansProject ManagementLogisticsData ServicesIndustriesPharma


40,266 Results

Existing 


Sort By


Spend 

Export






100


PPD 




PPD® Biotech is devoted to finding the right Phase I-IV clinical development solutions for biotech and small to midsize pharma companies.
<https://www.ppd.com>


CROObservational Studyoncologycentral lab








92


Catalent Pharma Solutions, LLC 





Catalent's wide range of capabilities and offerings for Nutritional Supplements, Over-the-counter (OTC) medicines and Beauty products.
<http://www.catalent.com>


PharmaClinical Supply ServicesCMO









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Parexel International, LLC  





The new name reflects our new role as the eClinical technologies part of PAREXEL.
<http://www.parexel.com>

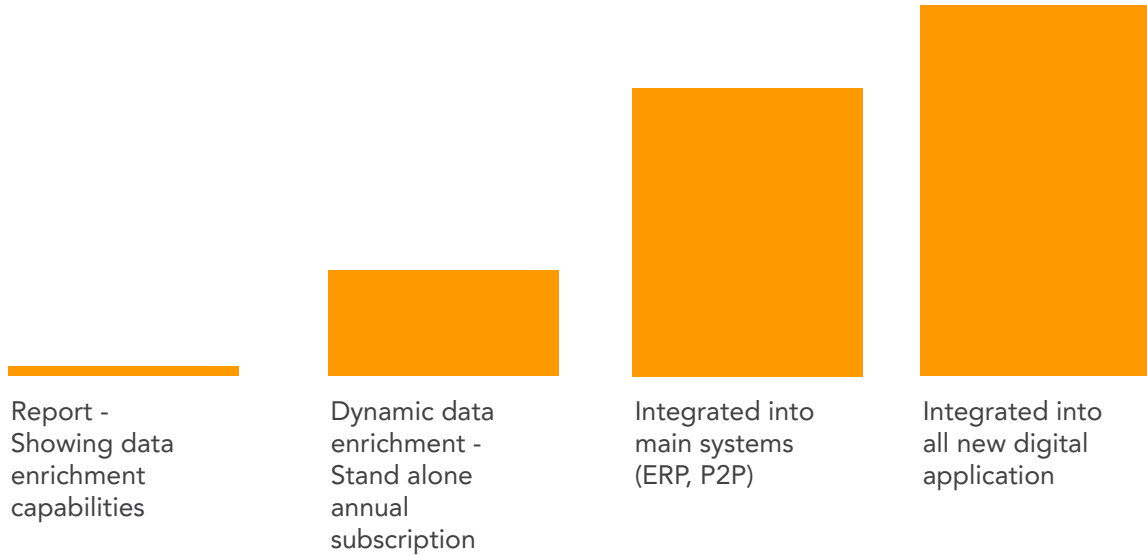


Advanced Filters 

Corporate Relationship 
Matches any of... 
☒ Existing (40,266)

Location 
Matches any of... 
☐ United States (10,562)
☐ China (3,161)
☐ India (2,495)
☐ United Kingdom (2,282)
☐ Germany (1,755)
☐ Canada (1,504)
☐ Australia (1,457)
☐ Brazil (1,371)
☐ France (1,213)
☐ Belgium (1,187)
[See more »](#)

Roadmap



Crawl... walk and run

3 initial opportunities

Consolidation

Competitiveness / Saving

Supplier diversity / sustainability