ICP 6: Supply Chain Management

Transform your logistics into a competitive advantage

Agenda

RealRate

Top Pain points in Supply Chain Management

Knowledge and Resources

Insufficient tools and information for strategic decision-making

Performance Insights

Difficulty in evaluating supplier effectiveness

Financial Transparency

Lack of clarity in suppliers' financial status

Solutions We offer:

Comprehensive Supplier Evaluation

Competitive Benchmarking Analysis

Data Providing Services

Supplier Credit Score Analysis

Supplier Risk Assessment

Our Innovative **AI Technology**

RealRate

⬚ **Explainable AI (XAI)**

⚖ **Unbiased & Independent Ratings**

🏛 **Causal Relationship Visualization**

🏢 **Industry-Specific Expert Systems**

🏭 **AI-Driven Benchmarking**

INITIATIVE FOR APPLIED ARTIFICIAL INTELLIGENCE

German AI startups

PYTORCH SUMMER HACKATHON 2020

PyTorch Summer Hackathon 2020

TECHNOLOGY INNOVATORS
TOP 25 INSURTECH CEOS OF 2020

Top 25 Insurtech CEOs 2020

EUBusiness
German Business Awards 2020
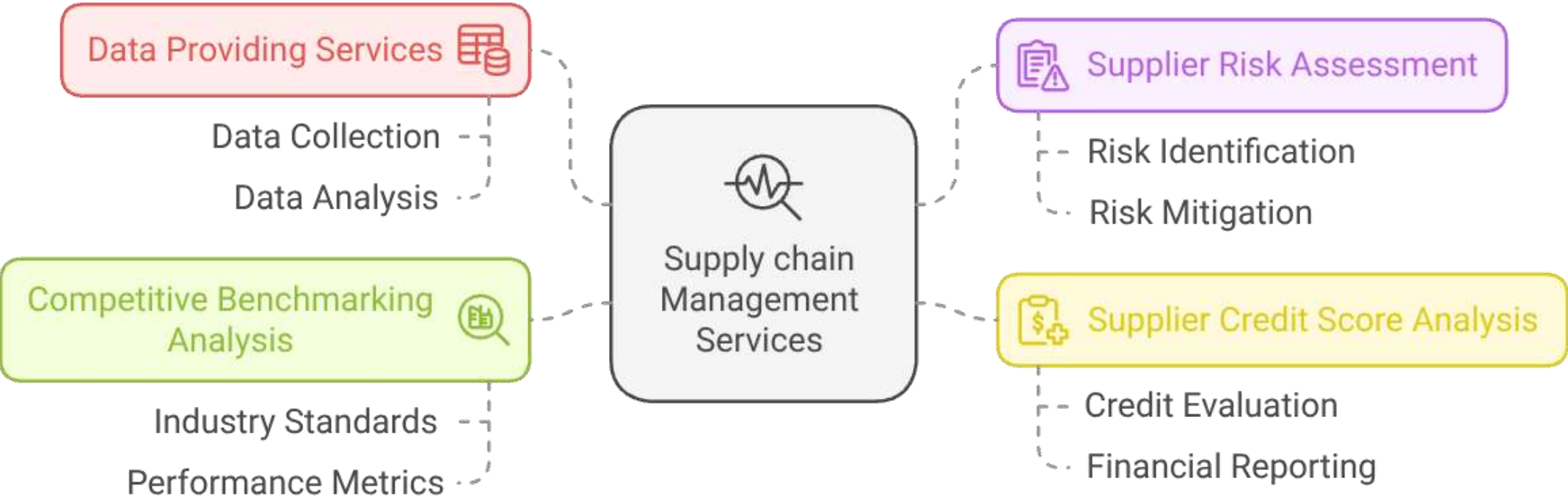Real Rate
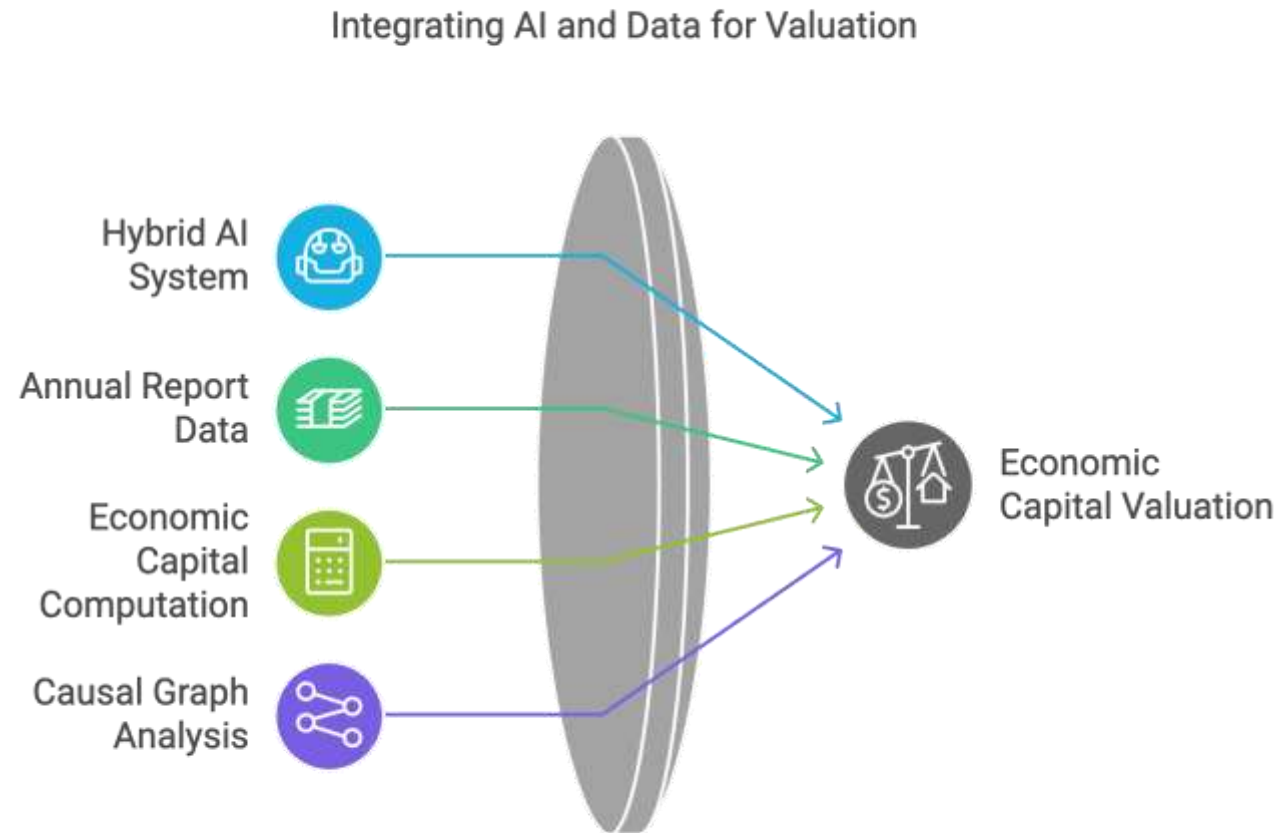Most Innovative Fully-Transparent AI Financial Ratings Provider 2020

German Business Award 2020

Award Winning AI Technology

The Value We Deliver

Data Providing Services

Data Collection

Data Analysis

Competitive Benchmarking Analysis

Industry Standards

Performance Metrics

Supply chain Management Services

Supplier Risk Assessment

Risk Identification

Risk Mitigation

Supplier Credit Score Analysis

Credit Evaluation

Financial Reporting

Our Methodology

Integrating AI and Data for Valuation

- Hybrid AI System
- Annual Report Data
- Economic Capital Computation
- Causal Graph Analysis

Economic Capital Valuation

Example of Top-Rated Companies in the Logistics Industry

	RANK	COMPANY	SEAL	RATING VALUE	TREND	
	1	Lancaster Colony Corp	TOP RATED	236.98%	2.0	↗
	2	Medifast INC	TOP RATED	230.45%	4.0	↗
	3	J J Snack Foods Corp	TOP RATED	229.71%	1.0	↗
Lifeway	4	Lifeway Foods Inc	TOP RATED	205.98%	8.0	↑
Tootsie	5	Tootsie Roll Industries INC	TOP RATED	196.04%	3.0	↗
	6	Sanfilippo John B SON INC	TOP RATED	190.29%	3.0	↗
Tyson	7	Tyson Foods INC	TOP RATED	183.15%	-5.0	↓
	8	Bridgford Foods Corp	TOP RATED	179.15%	-7.0	↓
TOFUTTI	9	Tofutti Brands INC	TOP RATED	161.54%	4.0	↗
yg's	10	KELLANOVA	TOP RATED	154.73%	1.0	↗
freshpet	11	Freshpet Inc	TOP RATED	123.96%	-4.0	↘
Chase	12	Chase General Corp		123.39%	2.0	↗
Kraft Heinz	13	Kraft Heinz Co		112.72%	3.0	↗

Using our causal graph (Slide 9), you can confidently choose a top-rated logistics supplier based on their verified financial performance.

Understanding Financial Health Through Causal Analysis
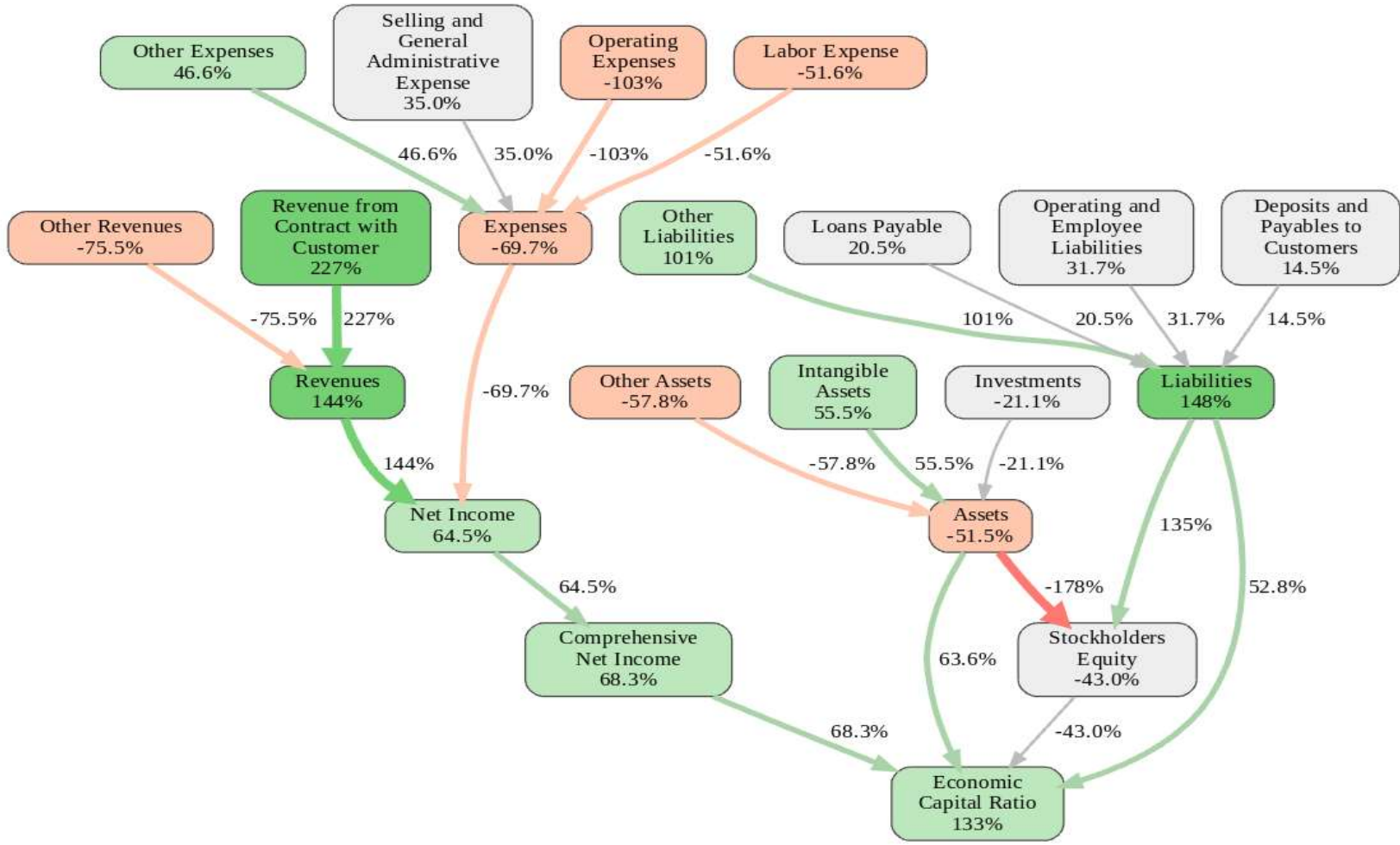
The graph provides a comprehensive snapshot of the company's financial position, highlighting critical drivers of performance.

Example Input and Output for Financial Analysis

RealRate

Input Variable	Value in 1000 USD
Assets, Current	224,029
General and administrative Expense	0
Intangible Assets	15,645
Liabilities, Current	92,300
Liabilities, Long Term	16,127
Other Assets	18,767
Other Compr. Net Income	224
Other Expenses	975,034
Other Liabilities	0
Other Net Income	2,395
Other Revenues	1,072,054
Property and equipment	51,467
Selling and Marketing Expense	0

Output Variable	Value in 1000 USD
Assets	309,908
Liabilities	108,427
Expenses	975,034
Revenues	1,072,054
Stockholders Equity	201,481
Net Income	99,415
Comprehensive Net Income	99,531
Economic Capital Ratio	230%

Supplier Risk Assessment Matrix

Risk Category	Risk Factor	Risk Level	Impact	Mitigation Strategy
Operational Risks	Product delays and quality issues	Medium	Delayed shipments and reputational damage	Implement regular quality audits and secondary suppliers
Financial Risks	Supplier insolvency and price volatility	High	Supply chain disruptions and increased costs	Conduct financial health checks and negotiate for long term pricing contract.
Geopolitical Risks	Political instability and trade restrictions	High	Import/Export restrictions and supply chain disruptions	Diversify suppliers across multiple regions
Logistic & transportation Risks	Shipping delays and supply chain bottlenecks	High	Increased lead times and customers dissatisfaction	Develop contingency shipping plans

Testimonial of credit rating system after analysis based on 100 point scale

Score Range	Risk Level	Assessment
80 – 100	Low Risk	Strong financial health, minimal risk of default
60 – 79	Medium Risk	Stable but requires monitoring
40 – 59	High Risk	Potential financial instability, proceed with caution
Below 40	Critical Risk	High risk of insolvency or default

Supplier Selection Reinvented Through Our 100-Point Credit Rating System

Annual Report Key Figures
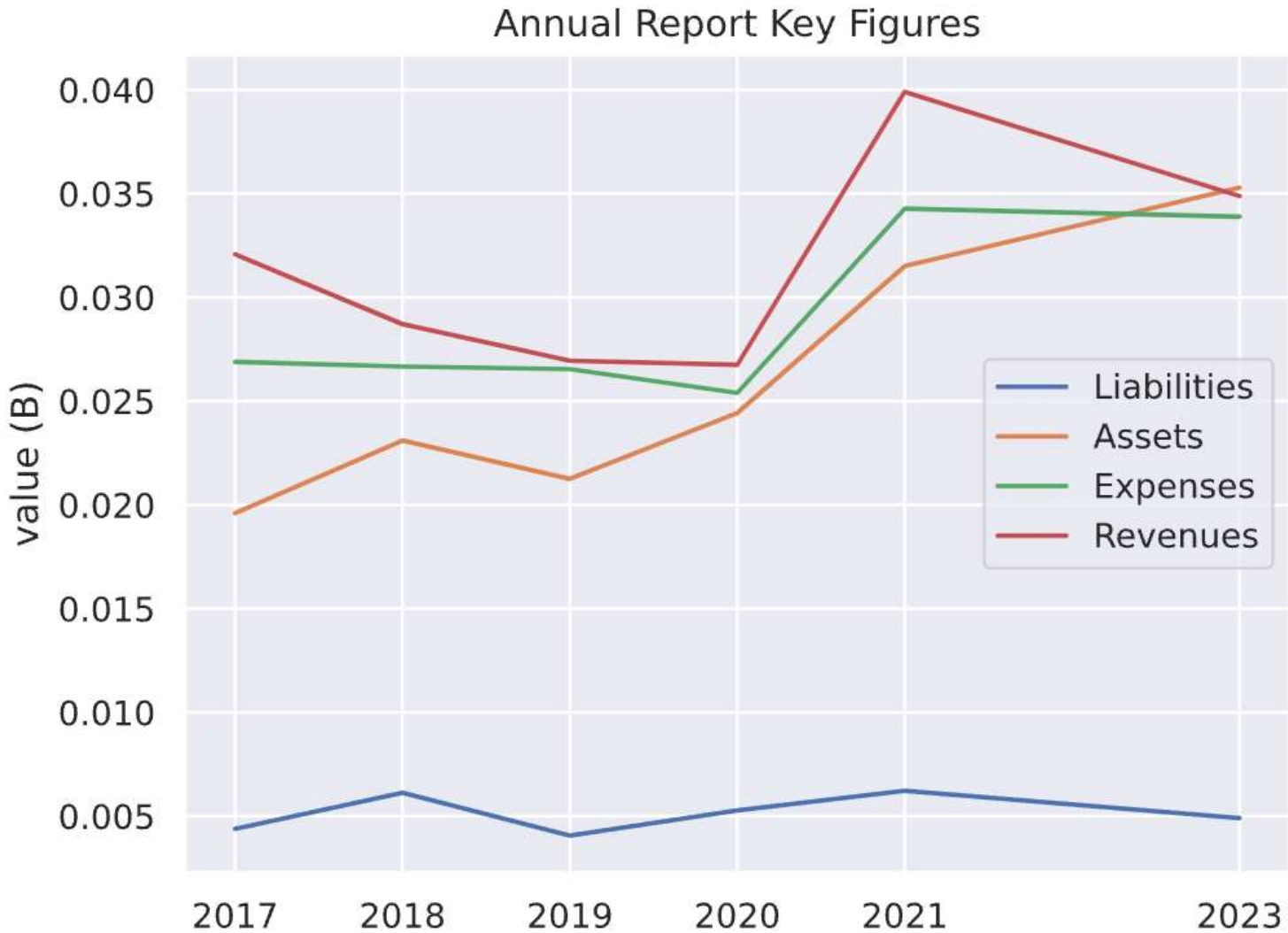
Our Core Values

Transparency
Clarity and openness in processes.

Convenience
Ease of use and accessibility for users.

Efficiency
Speed and productivity in operations.

Reliability
Trustworthiness and dependability of the system.

Our Success Story

Joachim Zech

Marketing Director at Bayerische Vorsorge Lebensversicherung

"The Real Rate seal on the financial strength of German life insurers is a valuable element in our customer communication. It is used on various channels, such as our website or on product presentations. As a neutral and scientifically based proof of our financial strength, the seal builds trust with our customers and partners."

RealRate

die Bayerische

RealRate

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