



SUPPLIER & PRODUCT PERFORMANCE

Key Metrics

How world's leading brands are leveraging data, processes and key metrics, to build and manage high-performing Supply Chains.

Protect your Brand Drive sustainable Performance

A platform for Compliance, Risk and Quality



SUPPLY CHAIN

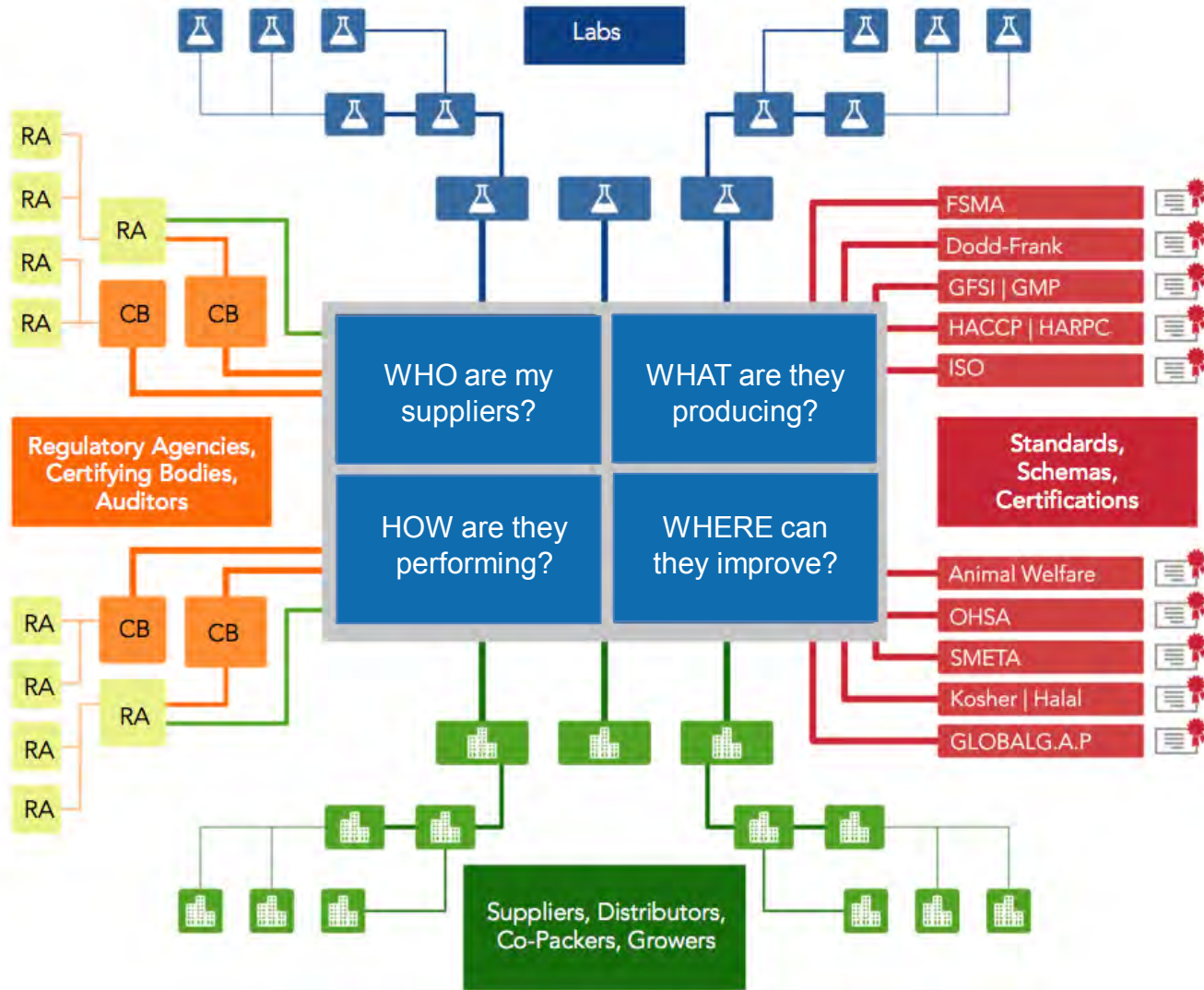


OPERATIONS



AUDIT MANAGEMENT

Challenging Environment



Supplier Scorecard



Shane's Chicken Products

OVERALL: **LOW** 64% ↓10% YOY
Relative Ranking: 8 of 12

CORE Supplier: MEATS | Volume: 11,080 tons/yr | 4 Years

★ ↻ 🖨️ [+ Create CAR](#)

Supplier Snapshot

Audits



EXCEEDS

96.3% ↑3% YOY

Audit Score: **97.57%**

Audit Result: **PASS**

Last Audit Date: **7/7/2016**

Type: **Food Quality Systems**

GFSI Score: **92.90%**

Audit Result: **PASS**

Last Audit Date: **10/3/16**

Relative Ranking (Meat Supplier | NA)

Supplier Rank: **4 of 12**

Lab Tests



LOW

55% ↓12% MOM

Failed: **5 of 45**

Pull Tests Failed: **3 of 20**

Regular Tests Failed: **2 of 25**

🚫 **2 more failed tests** than average MOM

Relative Ranking (Meat Supplier | NA)

Supplier Rank: **6 of 12**

Sensory Tests



MEETS

75% ↑4% MOM

Failed: **3 of 25**

Pull Tests Failed: **1 of 10**

Regular Tests Failed: **2 of 15**

🚫 **1 less failed test** than average MOM

Relative Ranking (Meat Supplier | NA)

Supplier Rank: **3 of 12**

Incidents



LOW

45% ↓10% MOM

Monthly Total: **31**

Acceptable Count: **6**

Avg Hours to Close: **26**

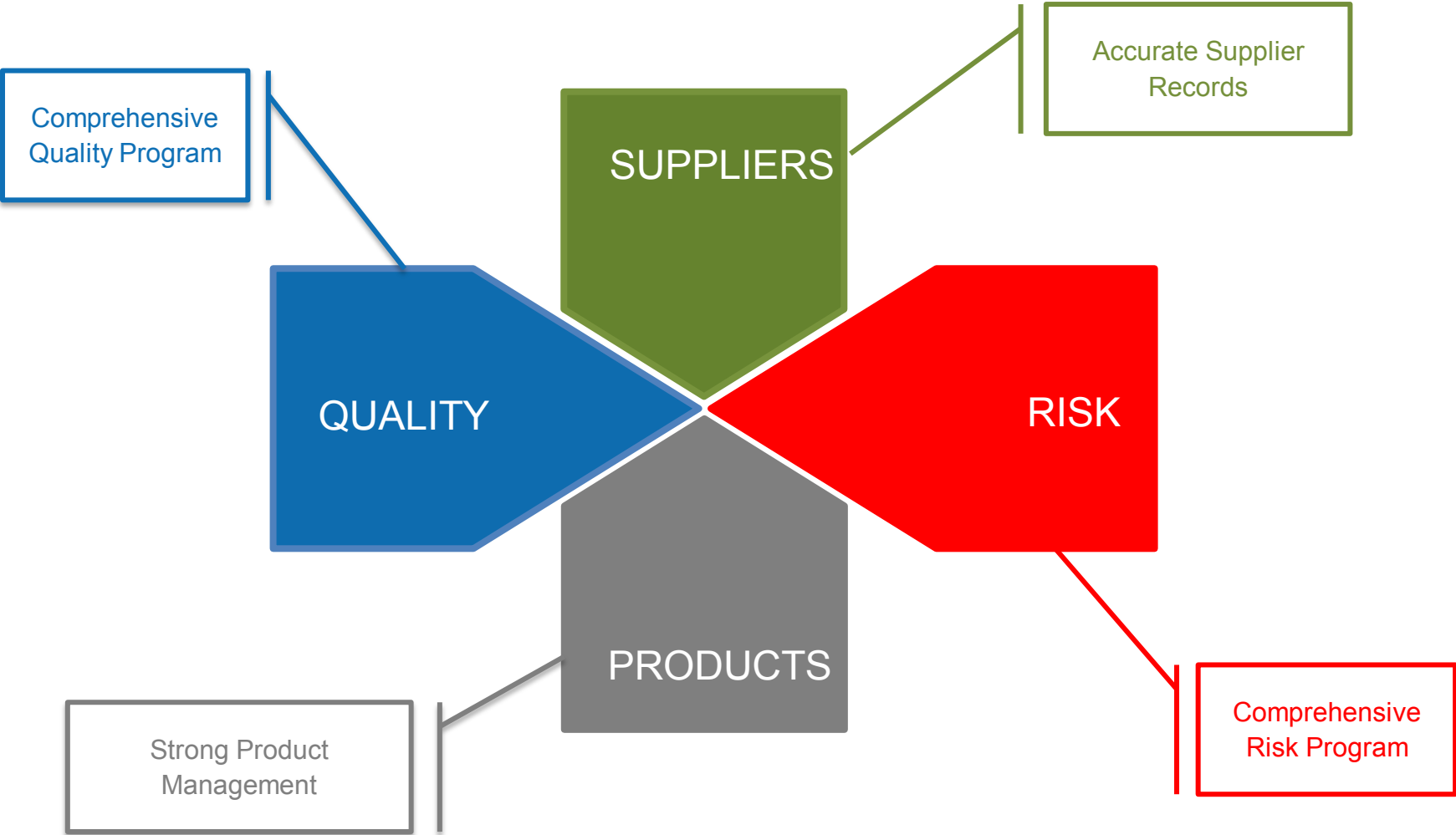
🚫 **10 more incidents** than average MOM

🚫 **4.5 hours longer** to close MOM

Relative Ranking (Meat Supplier | NA)

Supplier Rank: **12 of 12**

Supplier Quality & Risk Management Program



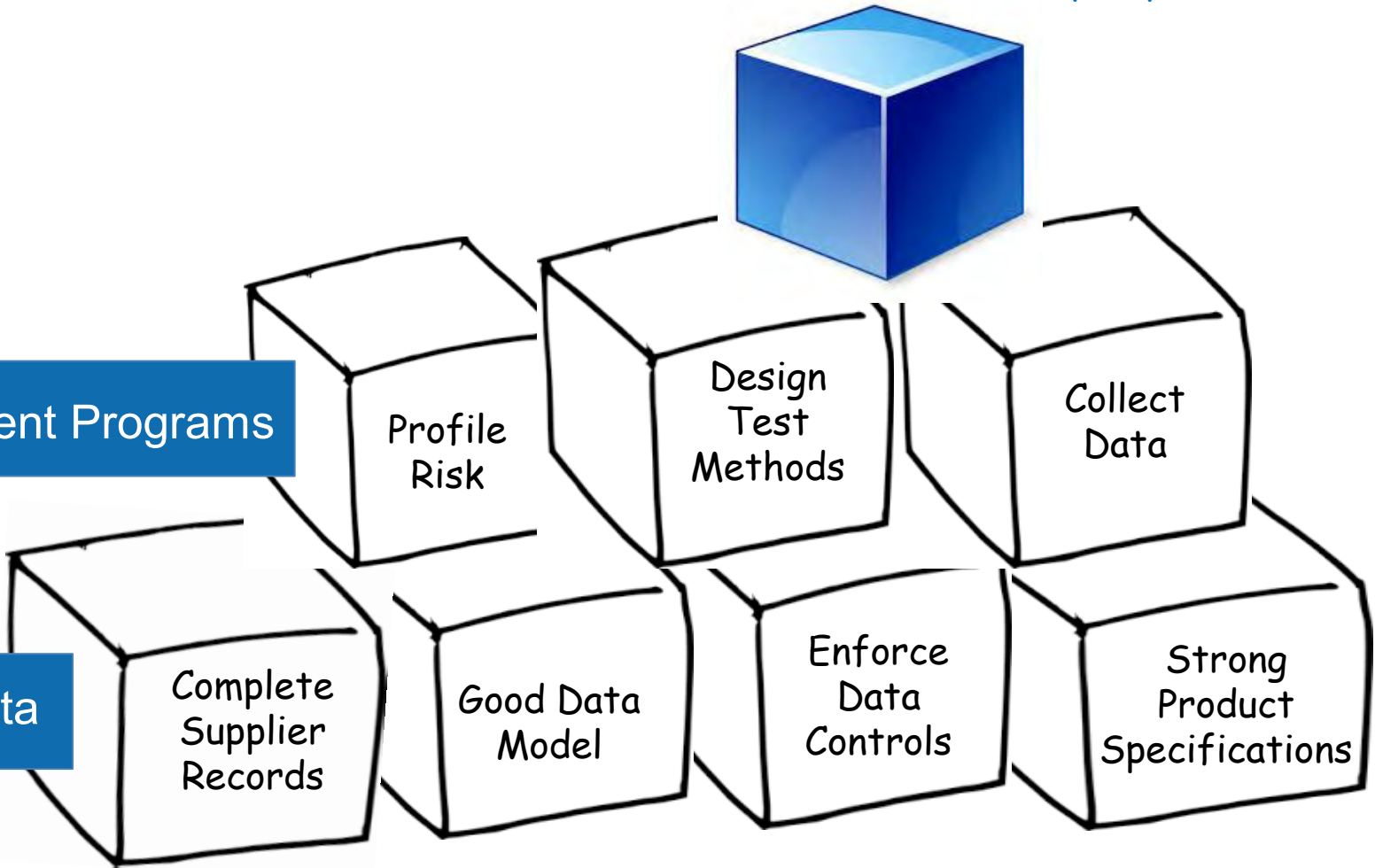
Big Rocks First!

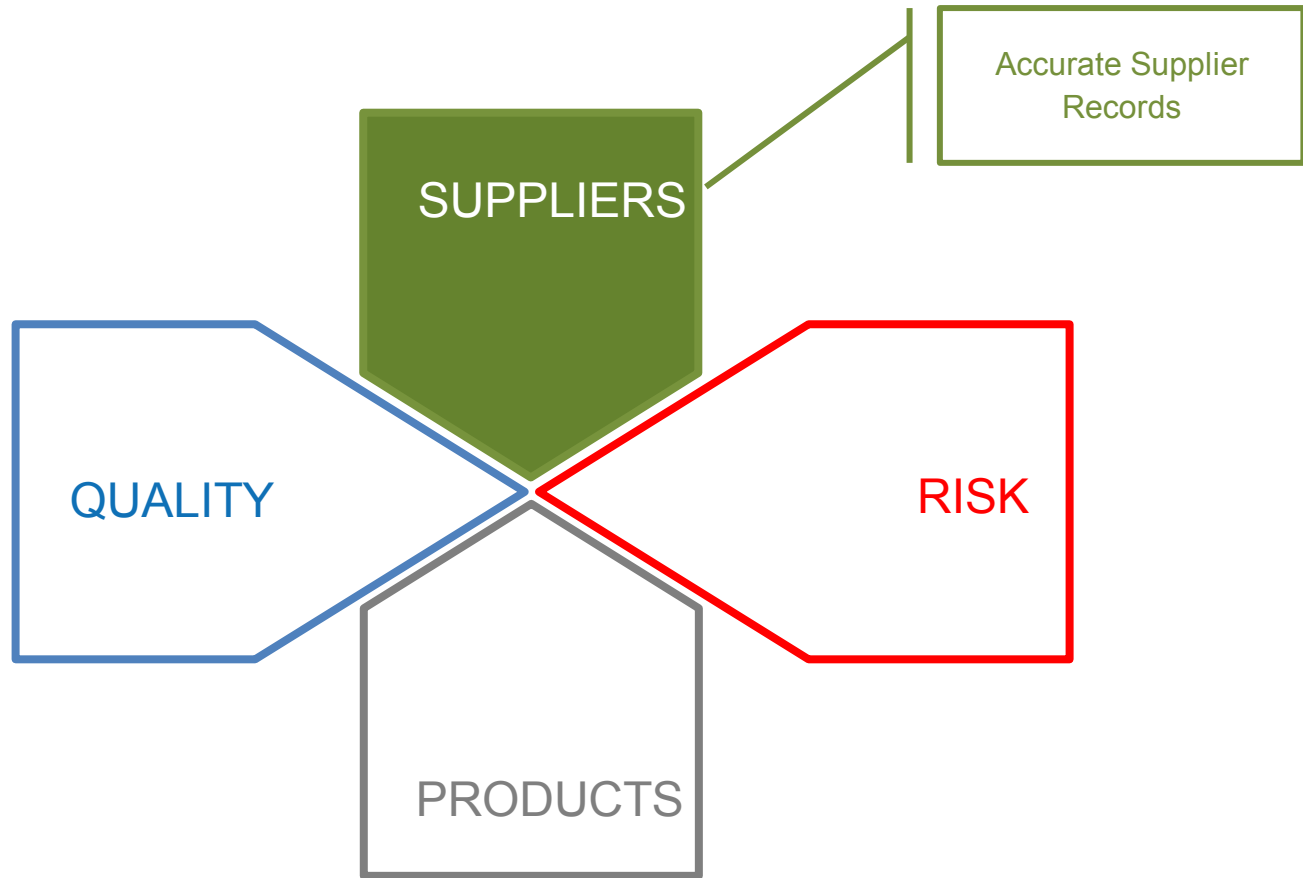


Build Fancy Reports

Management Programs

Master Data







ORGANIZED

- Comprehensive
- Centralized
- Relational



CLEAN

- No Dupes
- Data Types Enforced
- Up-to-date



CONTROLLED

- Process-driven
- Controlled Access
- Unique ID's



SUPPLIER RECORD

CORPORATE RECORDS

- **Suppliers** : Legal-doc's, Contacts, Address
- **Facilities** : Types, Contacts, FDA & USDA Registration

FACILITY DOCS

- Certs & Audits
- HACCP and HARPC
- Training | Equipment
- Pest Control
- Allergen Controls
- Recall Programs



Supplier Location

Summary ▾

Audits

Contacts

Documents

Aligned Products

Franchisees

Ingredient Sourcing

More ▾

Supplier Location Information

Location ID: 41

Must be unique

Location Name: CMX Facility

Business Type: Supplier

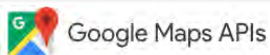
Organization: CMX Supplier →

Phone: 8582240898

Fax: n/a

Latitude: 33.858685

Longitude: -117.872430



Physical Address

Address: 4180 La Jolla Village Dr

Building, Suite: n/a

Address Line 3: n/a

City: San Diego

State/Province: CA

Zip/Postal Code: 92037

Country: AAFES →

— Additional Details

Vendor Number: 3000F

Is Certified Halal?: Yes

Is Certified Kosher?: Yes

Is Certified GFSI?: Yes

Supplier Type: Food

What Supplier Classification best describes you: Class A-Reliable

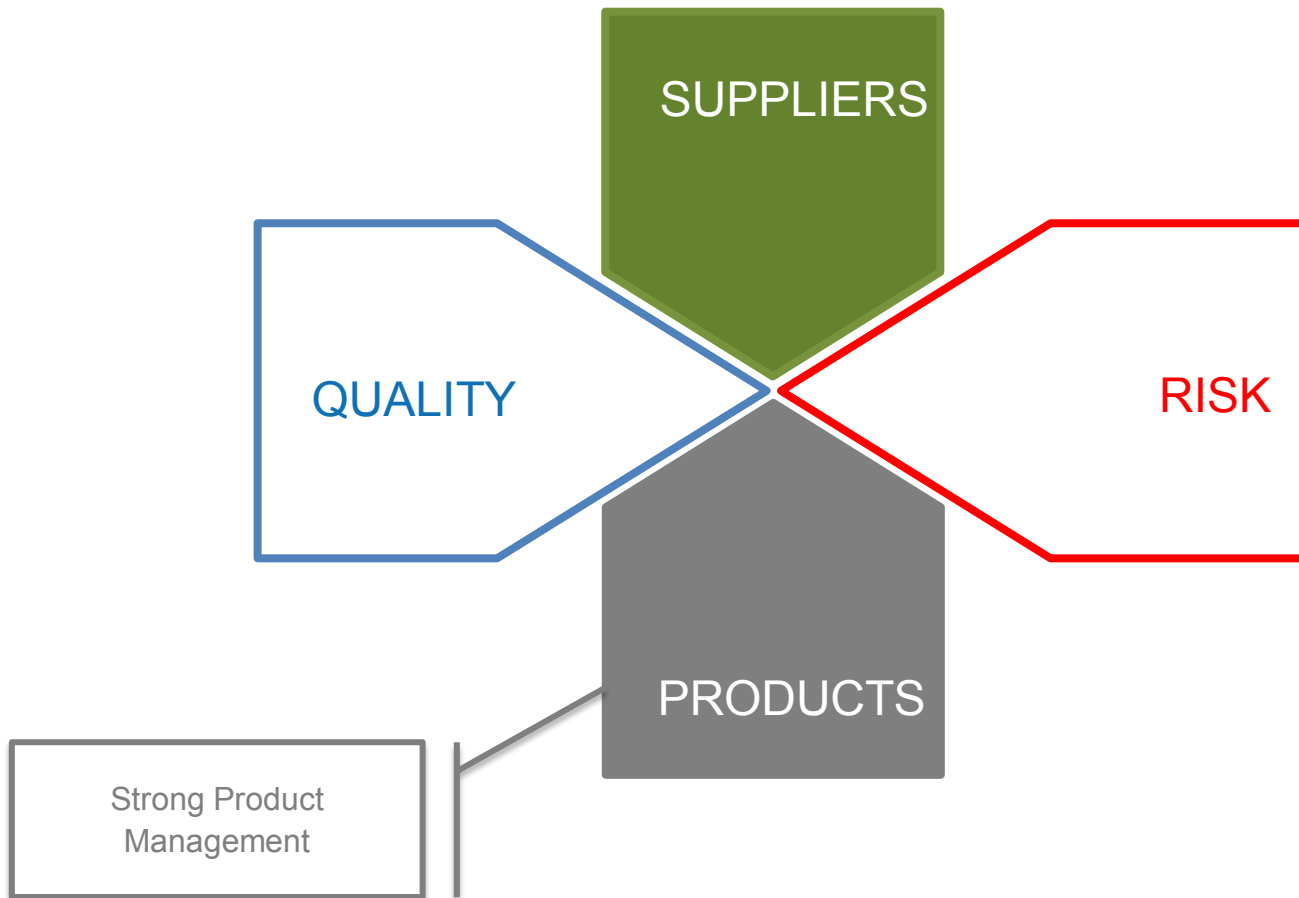
Primary QA Manager: [Redacted]

Approval Status: n/a

Status Change Justification: n/a

Audit Company: [Redacted]

BUILD | Product Management Program



Product Specification



ORGANIZED

- Componentized
- Centralized
- Relational



CLEAN

- No Dups
- Data Types Enforced
- Up-to-date



CONTROLLED

- Process-driven
- Controlled Access
- Unique ID's
- Tracking | Rev-Variations



PRODUCT SPECIFICATION

- Product
- Product Type
- Ingredients
- Allergens
- Nutritional
- Chemical
- Microbiological
- Sensory
- Physical



Product Specification Process



Product Specification

Approved Specifications > CHICKEN-PATTY, FROZEN, SEASONED: Specification

Specification Summary Specification Aligned Facilities Admin Tools IT KPIs

✓ Status: Finalized

Specification Number: 100679.V00.R01

Type: Food

Category: Chicken Products

Author: [redacted]

Created On: 4/12/2017 6:30 PM

Issue Date: 4/12/2017 7:11 PM

Create new (select) from this Specification

- ✓ Product Specification
- ✓ Specification Header
- ✓ Formula/Ingredients
- + ✓ Finished Product Standards
- ✓ Packaging
- ✓ Storage & Shelf Life

Specification Header

Reason for Revision: Adding chemical parameters and bio

Product Name: CHICKEN-PATTY, FROZEN, SEASONED

Regulatory Name: CHICKEN

Product Description: A formed fully cooked patty, individual quick frozen

Type: Food

Category: Chicken Products

Sub-Category: Fully Finished Processed

Group: Patties

Authoring Organization: [redacted]

Menu Status: Permanent

Approved Concepts: [redacted]

Product Specification | Decomposed

Formula/Ingredients

Formula/Ingredients Section has been approved.

Ingredients:

Ingredient Type	Ingredient	Percentage	Notes
Raw Material	Chicken	96.00	Only USDA Select or Choice grade Chicken breast may be used in this product.
Raw Material	Cumin	2.00	n/a
Raw Material	Garlic	2.00	n/a
		Total Percentage:	100.00

Nutritional Data derived from: **Calculated** Date of Test / Calculation: **5/26/2009**

Source Data:
Genesis

Cooked/as sold per 100g

For fried products please use frying oil used in BK restaurants in the countries of use (ask QA contact for details).

General Nutrition

Energy (Kcal): *	627.00
Energy (kJ):	
Protein (g): *	0.81
Carbohydrates (g): *	11.10
Total Sugars (g): *	7.70
Added Sugars (g):	
Dietary Fiber (g): *	0.45
Fat (g): *	65.20
Mono-Unsaturated Fatty	15.60

Minerals

Sodium (mg): *	849.70
Added Salt (mg):	
Salt (g) - For EMEA only:	
Calcium (mg):	10.90
Iron (mg):	0.19
Potassium (mg):	
Phosphorus (mg):	
Magnesium (mg):	

Approved Specifications > CHICKEN-PATTY, FROZEN, SEASONED: Specification

Specification Summary Specification Aligned Facilities Admin Tools IT

✓ Status: Finalized Author:

Specification Number: 100679.V00.R01 Created On: 4/12/2017 6:30 PM

Type: Food Issue Date: 4/12/2017 7:11 PM

Category: Chicken Products

Create new (select) from this Specification

- Product Specification
- Specification Header
- Formula/Ingredients
- Finished Product Standards
- Packaging
- Storage & Shelf Life

Reason for Revision: Adding chemical parameters

Product Name: CHICKEN-PATTY, FROZEN, SEASONED

Regulatory Name: CHICKEN

Product Description: A formed fully cooked patty, individual quick frozen

Type: Food

Category: Chicken Products

Sub-Category: Fully Finished Processed

Group: Patties

Authoring Organization:

Menu Status: Permanent

Approved Concepts:

Allergen	Contains / May Contain / Free From
Dairy / Milk / Milk & products thereof: (Animal Milk (cow, goat, sheep, etc.), Whey, Casein, Lactose, Lactulose, Butter, Buttermilk, Cheese, Cream, Ghee, Lactalbumin, Lactoferrin, Dry Milk, Evaporated Milk, Rennet casein, Tagatose, etc.)	Required Free From
Egg & products thereof: (Whole Eggs, Egg Yolk, Egg Whites, Powdered Eggs, Lysozyme, Albumin, Meringue, Ovalbumin, etc.)	Required Free From
Fish & products thereof: (Tuna, Salmon, Anchovies, Cod, Halibut, etc.)	Required Free From
Shellfish, Crustaceans and Mollusks and products thereof: (Crab, Lobster, Shrimp, Prawns, Mussels, Clams, Oysters, Scallops, Squid/Calamari, etc.)	Required Free From
Peanuts & products thereof: (Nuts, Nut Butter, Nut Flour, Nut Protein, etc.)	Required Free From
Tree Nuts & products thereof (identify type/s): (Almond, Beech Nut, Brazil Nut, Butternut, Cashew, Chestnut, Chinquapin, Coconut, Filbert/Hazelnut, Ginkgo Nut, Hickory Nut, Lichee Nut, Macadamia Nut/Bush Nut, Pecan, Pine Nuts (Pinyon, Pinon), Pili Nut, Pistachio, Shea Nut, Walnut)	Required Free From
Soy & products thereof (including soy lecithin): (Soy Flours, Soy Sauce, Soybeans, Soy Lecithin, Edamame, Miso, Natto, Soybean Oil, Soybean Lecithin, Soybean Protein)	Required Free From

Storage & Shelf Life

Storage Section has been approved.

Storage Requirements:

Frozen (<-10° F) (<-23.3° C)

Notes:

n/a

Total Shelf Life (days):

365

If there is no shelf life, put '0'

Open Package Storage Requirements:

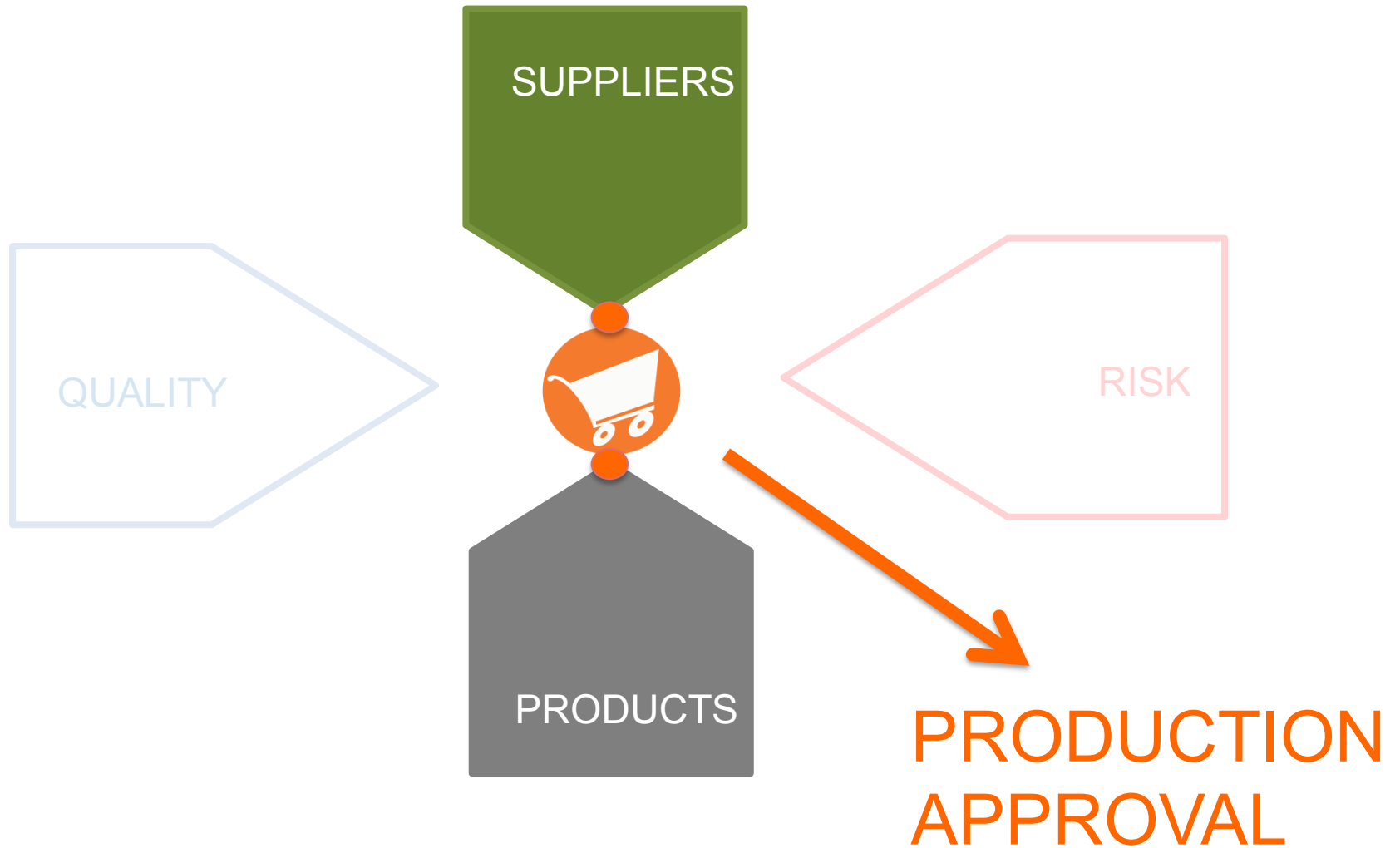
Deep Chilled Refrigeration (28°- 33° F) (-2.2° - .5° C)

Notes:

n/a

Open Package Shelf Life (days):

5





Production Approval

SUPPLIER RECORD

PRODUCT SPECIFICATION

APPROVED COUNTRIES



By Specification

Region: Global | Country: All | Type: All | Category: All | Sub-Category: All | Group: All

PRODUCTION APPROVAL RECORDS

Commodity Name: SUPER TOPPING - BBQ BEEF | Specification Number: 107592.V00.R07 | Type: Food | Category: Meats | Sub-Category: Beef Products | Group: Beef Topping | Approved Country(-ies): United States | Region(s): US | APL ID(s): R2

Approved Facilities

APL ID	Facility ID	Facility Name	City	State	Country	Supplier ID	Supplier Name	Approved Country(-ies)
OPEN 122	OPEN 107		San Diego	California	United States	96		United States
OPEN 123	OPEN 108		San Diego	California	United States	97		United States
OPEN 126	OPEN 41		San Diego	CA	AAFES	37		United States
OPEN 127	OPEN 110		Los Angeles	California	United States	99		United States
OPEN 131	OPEN 112		San Diego	California	United States	37		United States
OPEN 134								
OPEN 135								
OPEN 136								

Supplier Location | Summary | Audits | Contacts | Documents | Aligned Products | Franchisees | More

Aligned Products

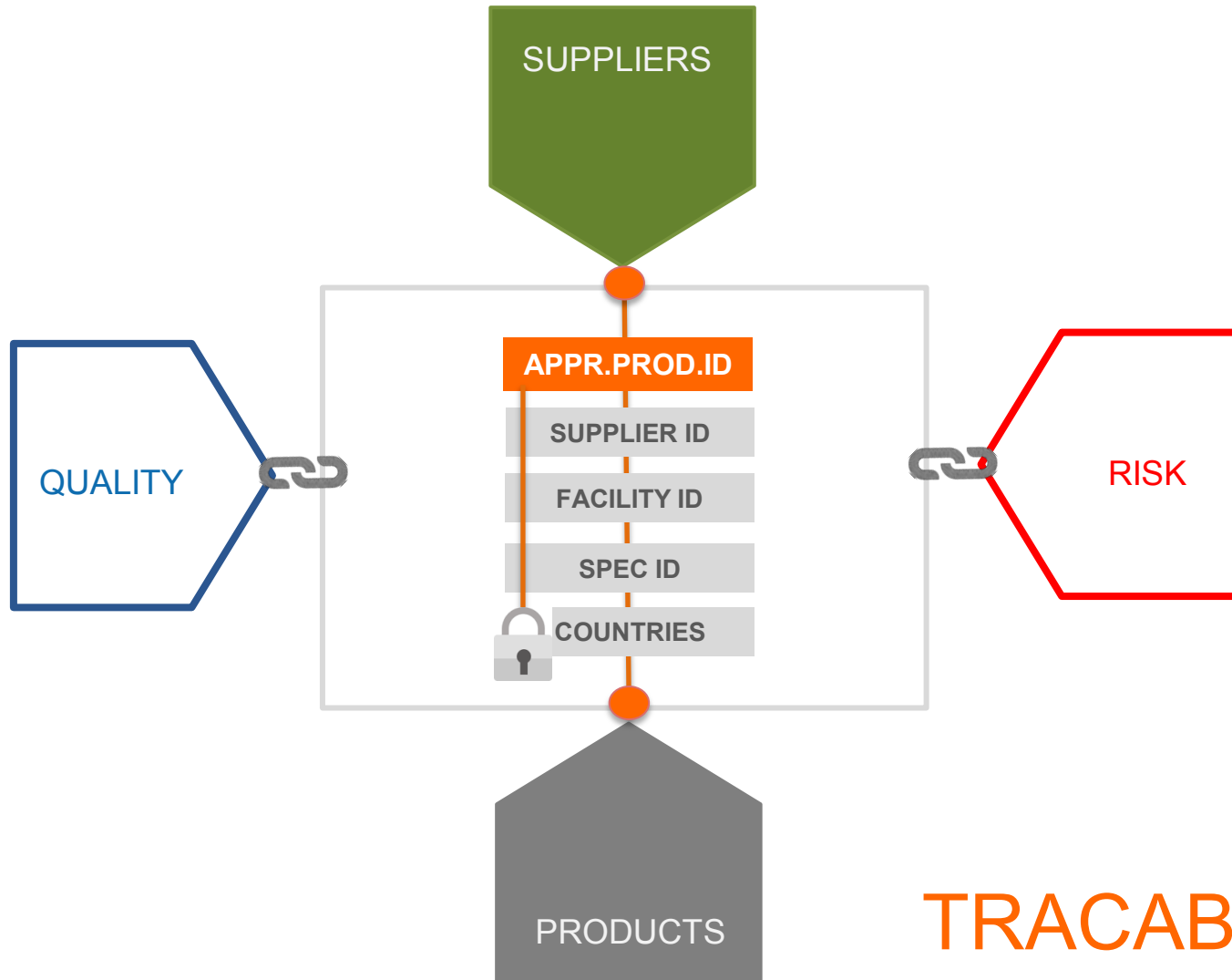
APL ID	Specification Name	Specification Number	Type	Category	Sub-Category	Group	Approved Country(-ies)	Additional Country(-ies)	Region(s)	APL Status
OPEN 45	Red Onion Whole-Peeled & Washed 2x5lb GIN 19041	107549.V00.R00	Food	Fruits/Vegetables	Fresh Whole	Onions	American Samoa		Asia FBU	Approved
OPEN 46	Chicken, 9 Pc Cut 2lb 6oz (1078 grm) w/o Fat & Tail, Frozen	107402.V00.R00	Food	Chicken Products	Raw Chicken	9 Piece Cut	Ghana		Africa	Approved
OPEN 105	TOPPING, BARBECUE BEEF FOR PIZZA - KFC	107558.V00.R00	Food	Meats	Beef Products	Beef Topping		AAFES	AAFES	In Progress
OPEN 118	CHICKEN, HOTWINGS, FRESH, MARINATED H&S CHRIS RICE	100691.V00.R00	Food	Chicken Products	Fully Finished Processed	Wing Pieces		Russia	Russia	In Progress

1 - 4 of 4



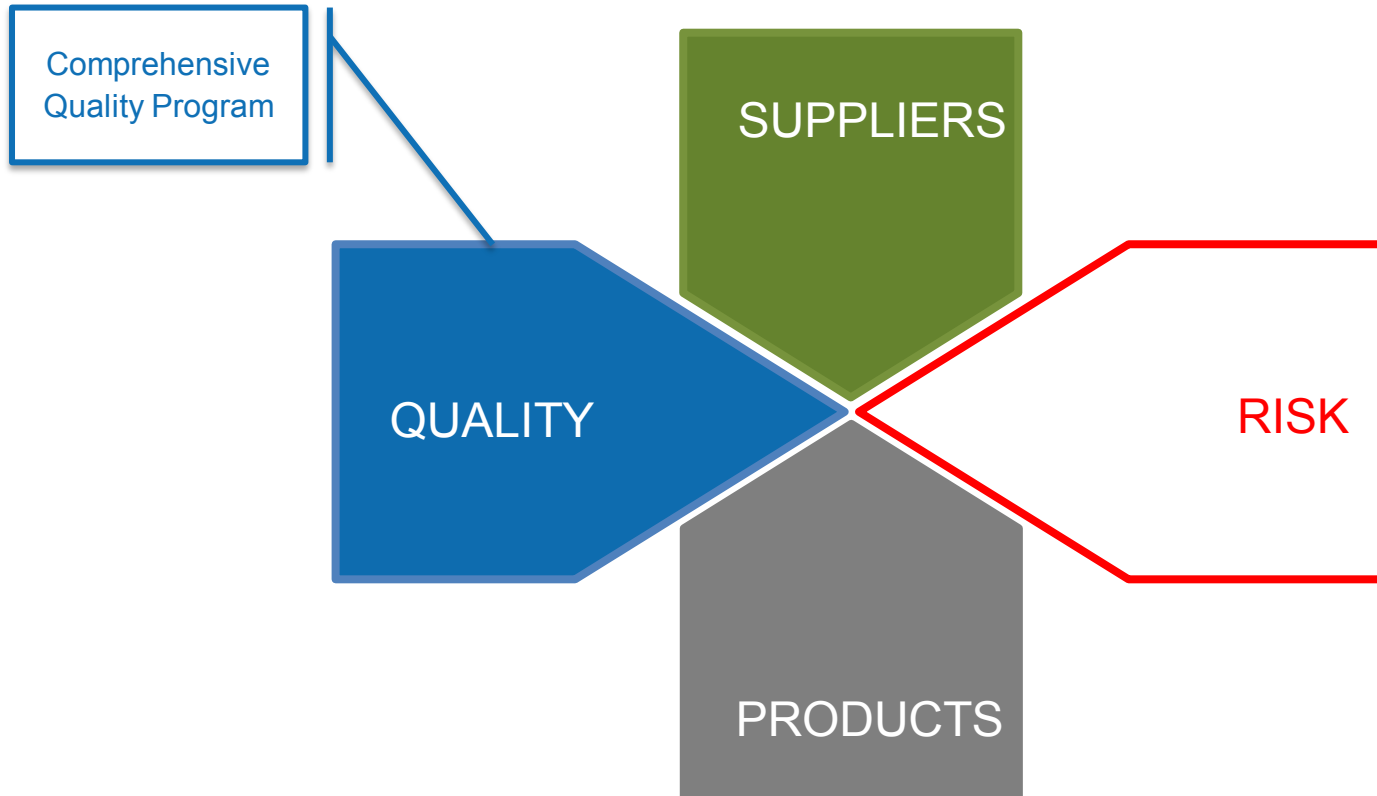
PRODUCTION APPROVAL

Keystone for Quality & Risk Programs



TRACABILITY

BUILD | Quality & Risk Program



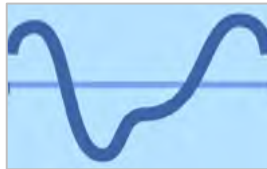
Quality Program

DEFINE EXPECTATIONS



- ✓ Consistent
- ✓ Precise
- ✓ Appealing
- ✓ Nutritious
- ✓ Tasty

SET MEASURES



- Formulations
- Chemical
- Microbiological
- Sensory
- Physical
- Processing Control Points
- Packaging

ENABLE SERVICES



TESTS, INSP, CERT's





SENSORY & LAB



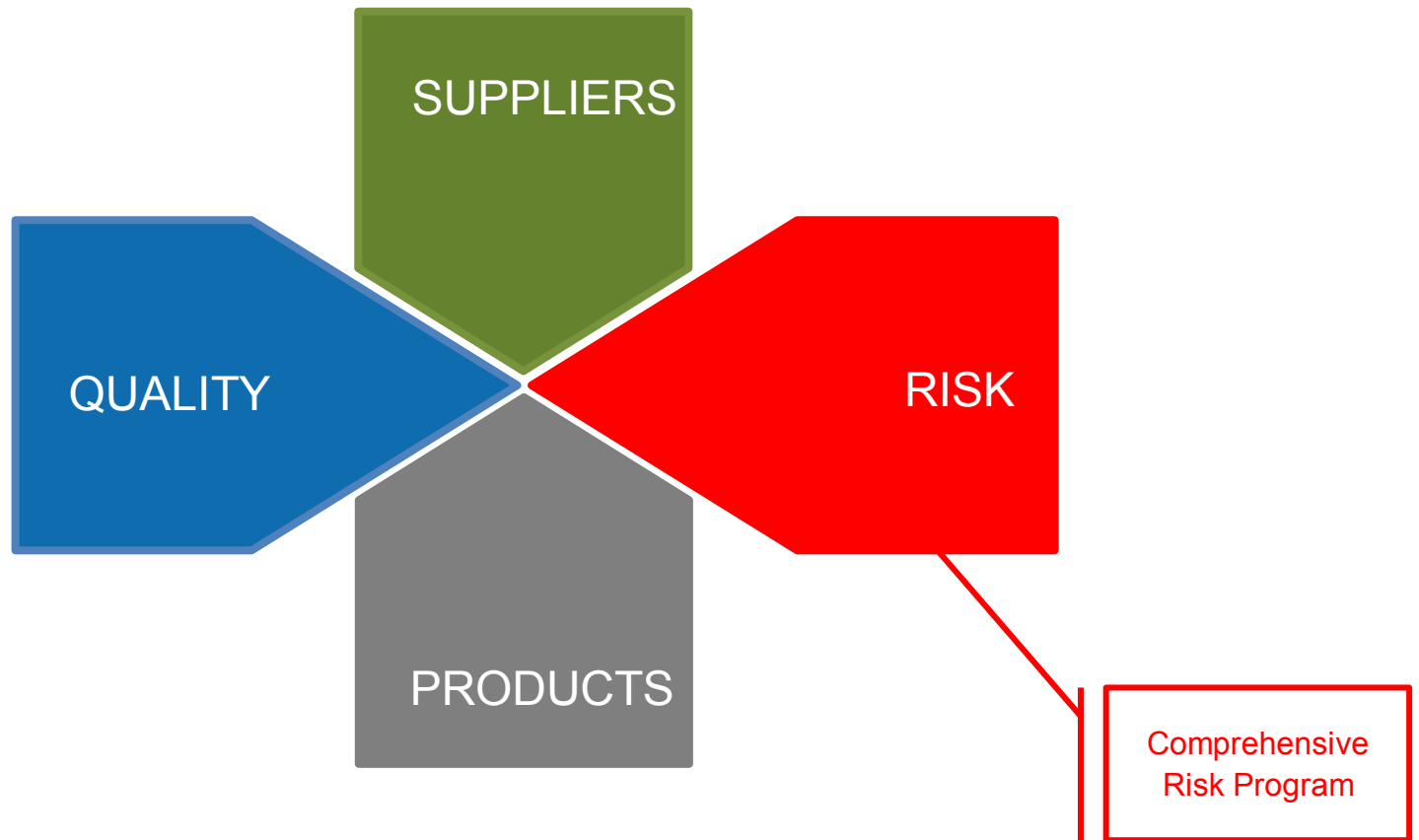


INCIDENTS, CUSTOMERS




COLLECT DATA







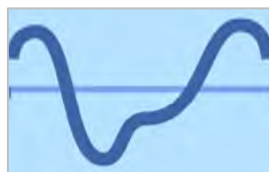
Risk Program

IDENTIFY RISK



- Regulatory
- Safety
- Reputational

SET MEASURES






- Audit & Testing
Frequency and Scores
- Nutrition & Allergens
- Cross Contamination
- Storage & Shelf Life
- Temperature
- Equipment
- Pest Control
- Incidents per kmT
- CAPs Response Rates




ENABLE SERVICES





TESTS, INSP, CERT's

SENSORY & LAB

INCIDENTS, CUSTOMERS

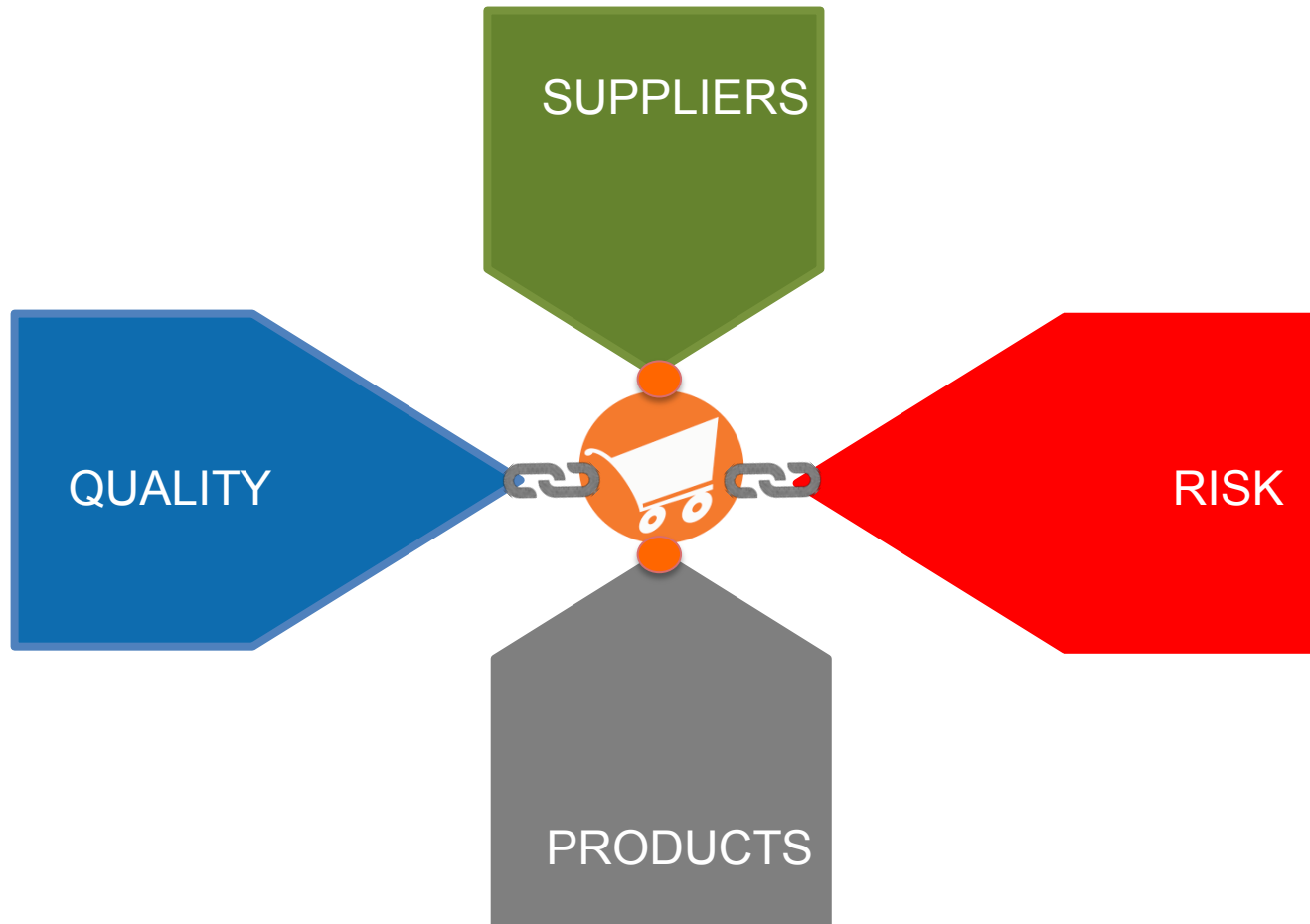
COLLECT DATA






Production Approval

SUPPLIERS + FACILITIES + PRODUCTS + COUNTRIES



Production Approval



PRODUCTION APPROVAL

APPROVED PRODUCT ID

SUPPLIER ID

APPROVED PRODUCT ID

SPEC ID

APPROVED PRODUCT ID

FACILITY ID

APPROVED PRODUCT ID

COUNTRIES



Production Status

Status: Approved

Current Risk Level: 2A

Sourcing Countries: United States

Approved Categories: Fruits/Vegetables

Approved Countries: United States

Approved Concepts: _____



Supplier Location											
Summary Audits Contacts Documents Aligned Products Franchisees More											
Aligned Products											
APL ID	Specification Name	Specification Number	Type	Category	Sub-Category	Group	Approved Country(-ies)	Additional Country(-ies)	Region(s)	APL Status	
<input type="button" value="OPEN"/>	<input type="button" value="OPEN"/> Red Onion Whole-Peeled & Washed 2x5lb GIN 19041	107549.V00.R00	Food	Fruits/Vegetables	Fresh Whole	Onions	American	-	Asia FBU	Approved	
<input type="button" value="OPEN"/>	<input type="button" value="OPEN"/> Chicken, 9 Pc Cut 2lb 6oz (1078 gm) w/o Fat & Tail, Frozen	107402.V00.R00	Food	Chicken Products							
<input type="button" value="OPEN"/>	<input type="button" value="OPEN"/> TOPPING, BARBEQUE BEEF FOR PIZZA - KFC	107558.V00.R00	Food	Meats							
<input type="button" value="OPEN"/>	<input type="button" value="OPEN"/> CHICKEN, HOTWINGS, FRESH, MARINATED H&S CHRIS RICE	100691.V00.R00	Food	Chicken Products							

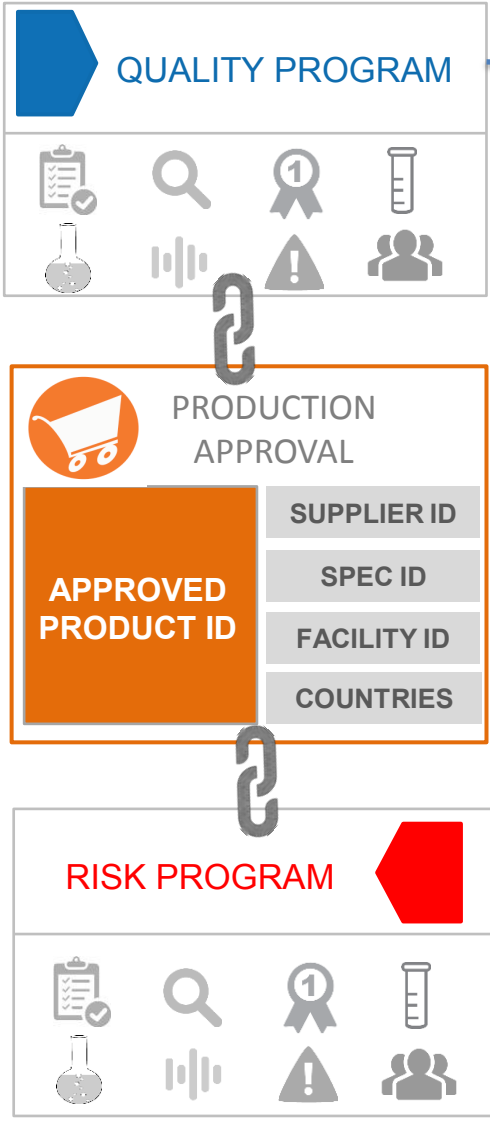
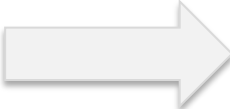


Ratings Over Time

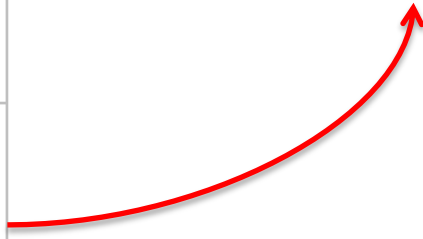
Risk Rating	Reason for Change	Created Date
1A - Probation	The Facility has failed two Food Safety Audit activities in a row, causing their risk rating to be downgraded from 1A to 1A - Probation	12/7/2016 12:20 PM
1A	The Facility was approved for a new product and the risk rating has changed from 2A to 1A	12/7/2016 11:28 AM
2A	The Facility was approved for their first product and given a risk rating of 2A	12/7/2016 10:47 AM

1 - 3 of 3

Putting it together



VENDOR SCORECARD



Shane's Chicken Products

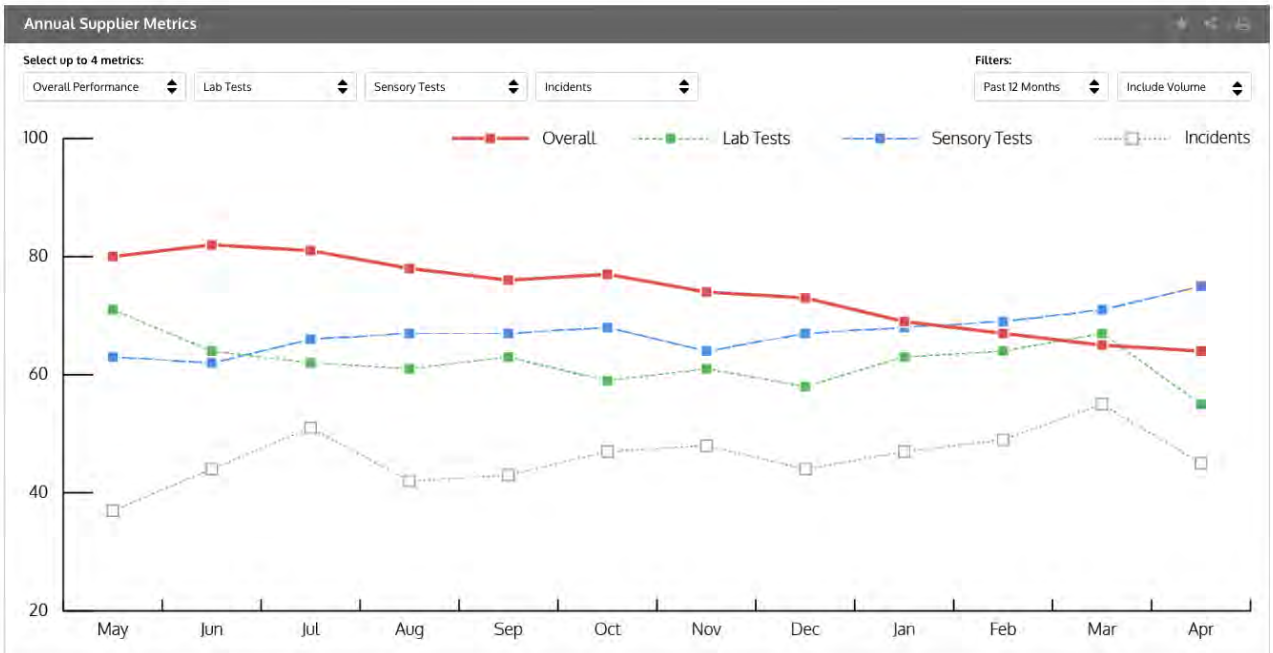
OVERALL: LOW 64% ↓10% YOY
Relative Ranking: 8 of 12

CORE Supplier: MEATS | Volume: 11,080 tons/yr | 4 Years

★ 🔄 🖨️ [+ Create CAR](#)

Supplier Snapshot

Audits	Lab Tests	Sensory Tests	Incidents
 EXCEEDS 96.3% ↑3% YOY Audit Score: 97.57% Audit Result: PASS Last Audit Date: 7/7/2016 Type: Food Quality Systems GFSI Score: 92.90% Audit Result: PASS Last Audit Date: 10/3/16 Relative Ranking (Meat Supplier NA) Supplier Rank: 4 of 12	 LOW 55% ↓12% MOM Failed: 5 of 45 Pull Tests Failed: 3 of 20 Regular Tests Failed: 2 of 25 2 more failed tests than average MOM Relative Ranking (Meat Supplier NA) Supplier Rank: 6 of 12	 MEETS 75% ↑4% MOM Failed: 3 of 25 Pull Tests Failed: 1 of 10 Regular Tests Failed: 2 of 15 1 less failed test than average MOM Relative Ranking (Meat Supplier NA) Supplier Rank: 3 of 12	 LOW 45% ↓10% MOM Monthly Total: 31 Acceptable Count: 6 Avg Hours to Close: 26 10 more incidents than average MOM 4.5 hours longer to close MOM Relative Ranking (Meat Supplier NA) Supplier Rank: 12 of 12



Shane's Chicken Products

OVERALL: **LOW** 64% ↓10% YOY
Relative Ranking: 8 of 12

CORE Supplier: MEATS | Volume: 11,080 tons/yr | 4 Years

★ ↻ 🔄 + Create CAR

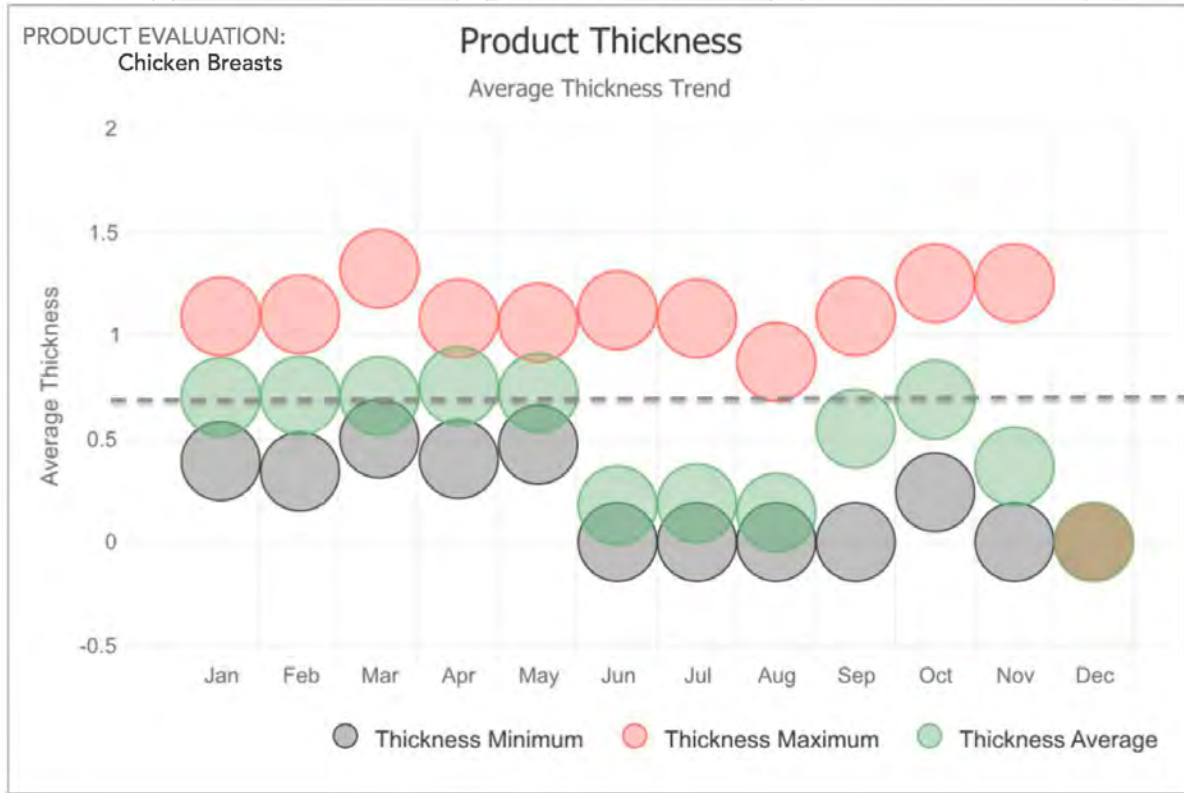
Supplier Snapshot

Audits

Lab Tests

Sensory Tests

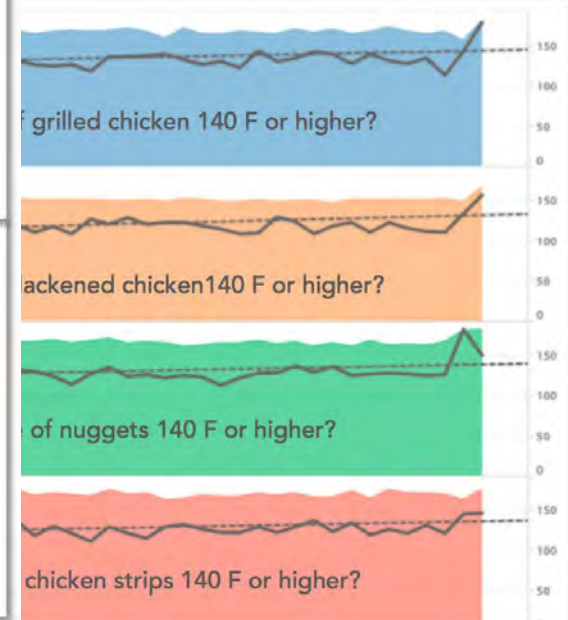
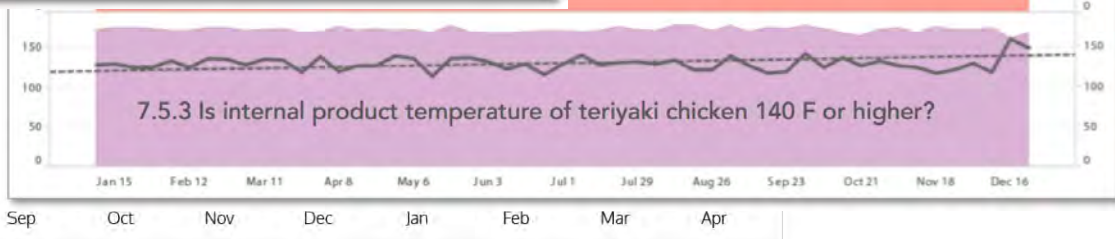
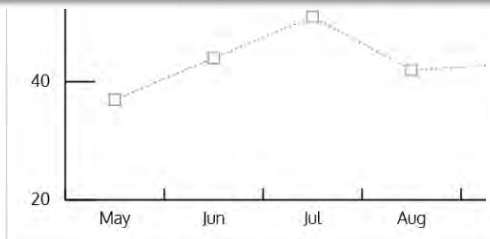
Incidents



LOW

↓10% MOM

y Total: 31



Shane's Chicken Products

CORE Supplier: MEATS | Volume: 11,080 tons/yr | 4 Years

OVERALL: LOW 64% ↓10% YOY
Relative Ranking: 8 of 12

★ ↻ 🖨️ [+ Create CAR](#)

Supplier Snapshot

Audits



EXCEEDS

96.3% ↑3% YOY

Audit Score: **97.57%**

Audit Result: **PASS**

Last Audit Date: **7/7/2016**

Type: **Food Quality Systems**

GFSI Score: **92.90%**

Audit Result: **PASS**

Last Audit Date: **10/3/16**

Relative Ranking (Meat Supplier | NA)

Supplier Rank: **4 of 12**

Lab Tests



LOW

55% ↓12% MOM

Failed: **5 of 45**

Pull Tests Failed: **3 of 20**

Regular Tests Failed: **2 of 25**

🔴 **2 more failed tests** than average MOM

Relative Ranking (Meat Supplier | NA)

Supplier Rank: **6 of 12**

Sensory Tests



MEETS

75% ↑4% MOM

Failed: **3 of 25**

Pull Tests Failed: **1 of 10**

Regular Tests Failed: **2 of 15**

🟡 **1 less failed test** than average MOM

Relative Ranking (Meat Supplier | NA)

Supplier Rank: **3 of 12**

Incidents



LOW

45% ↓10% MOM

Monthly Total: **31**

Acceptable Count: **6**

Avg Hours to Close: **26**

🔴 **10 more incidents** than average MOM

🔴 **4.5 hours longer** to close MOM

Relative Ranking (Meat Supplier | NA)

Supplier Rank: **12 of 12**

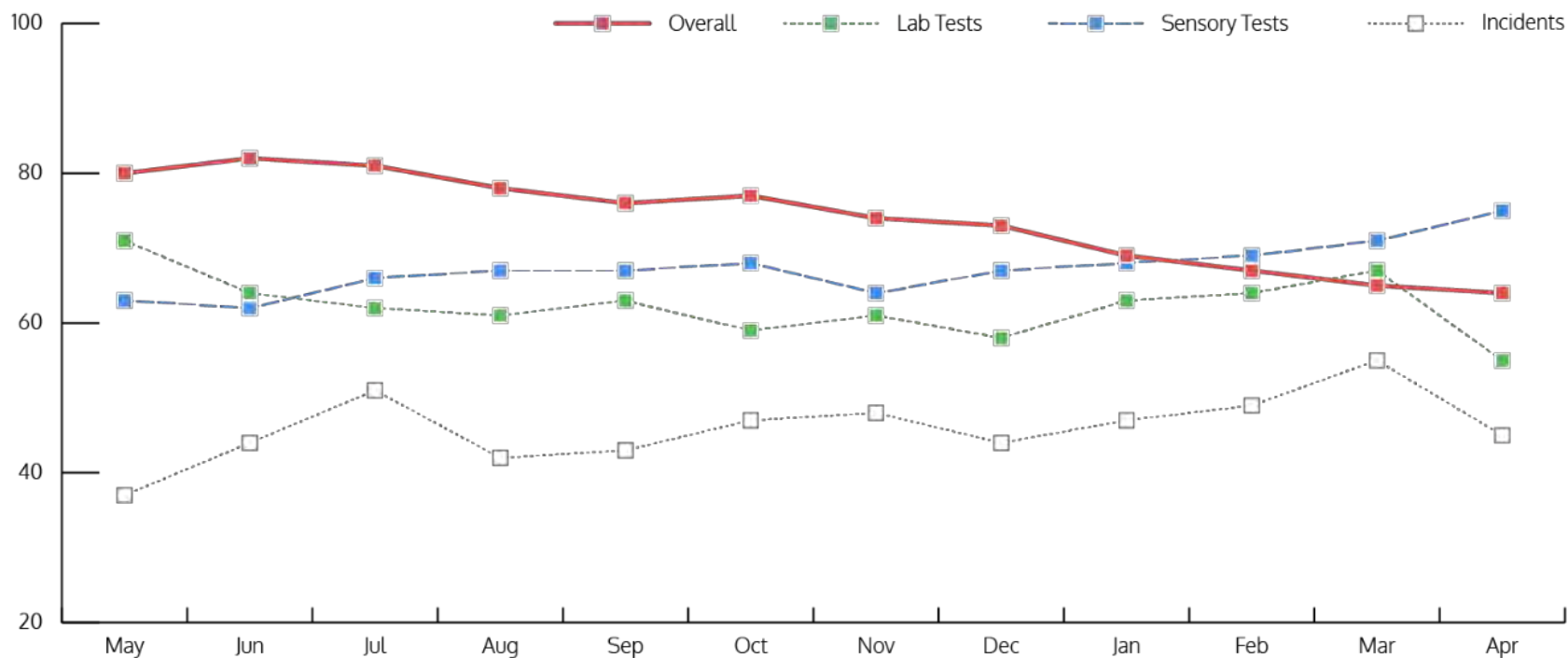
Annual Supplier Metrics

Select up to 4 metrics:

- Overall Performance
- Lab Tests
- Sensory Tests
- Incidents

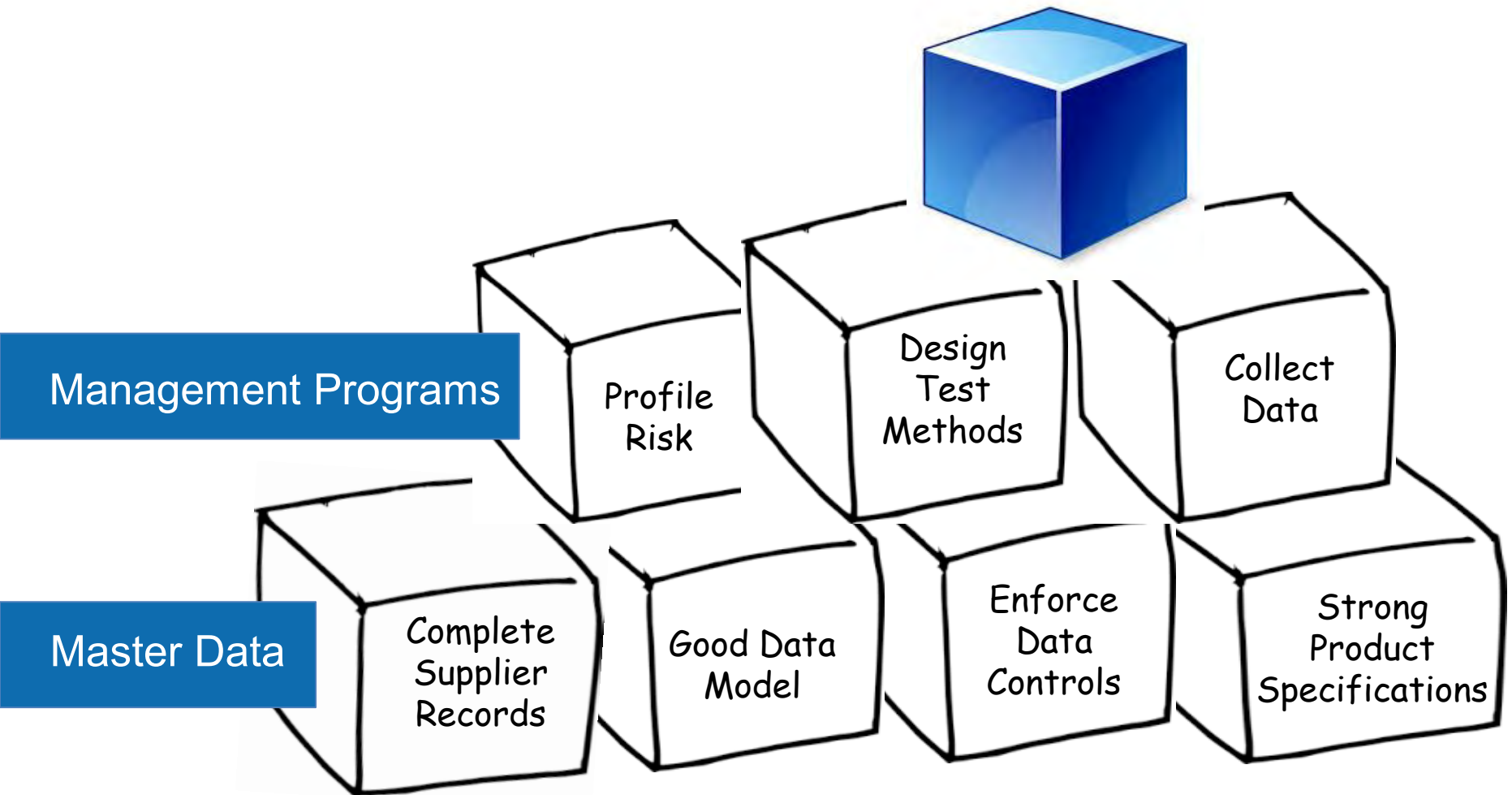
Filters:

- Past 12 Months
- Include Volume



Big Rocks First!

DATA-DRIVEN DECISIONS 



Management Programs

Master Data

Profile Risk

Design Test Methods

Collect Data

Complete Supplier Records

Good Data Model

Enforce Data Controls

Strong Product Specifications



www.compliancemetrix.com



Protect your Brand
Drive sustainable Performance

THANK YOU

Mitch Porche, CEO