



Your Approved Supplier Program is the Key to FSMA Compliance

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Presenters:



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Associated Wholesale Grocers



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Co-founded By Two Industry Experts

Industry experts in health & food safety led by Mike Leavitt, former Secretary of Health & Human Services and former 3-time Governor of Utah.



Proven technology that tracks and traces items, costs, and locations; and provides invoicing as the world's largest independent scan-based trading provider.



ReposiTrak Inc., was formed to address the regulatory, brand and financial risk associated with issues of **food, drug and dietary supplement** safety in the global supply chain.

Best Practices for FSMA Compliance Requires...



Compliance Management System

- For records access, maintenance and retention
- Manages, not just stores documentation
- Alerts for missing or expired documents
- Ideal for internal corporate document management as well as complying with external records requests



Track & Trace System

- Identifies suspect products in minutes versus months
- Works with your existing B2B formats
- Tracks products end-to-end across the supply chain
- Standard product identifiers are not required

ReposiTrak: Our Mission is to Help Manage Risk

ReposiTrak provides tools to enable the management of the **three types of risk** associated with the growing, production, processing, manufacturing, distribution and transportation of food, drug and dietary supplements, namely...

- 1) **Brand**
- 2) **Financial**
- 3) **Regulatory**

ReposiTrak is Growing Exponentially



30,000+ Supplier Connections and Growing

**Many suppliers are already on
ReposiTrak, making it easy to
connect with multiple
wholesaler and retailer
customers**



Introducing...The ReposiTrak MarketPlace

We're opening up our ReposiTrak database to enable the **first end-to-end sourcing solution of its kind**. It's our exclusive directory of over 30,000+ compliant supplier connections



For Retailers & Wholesalers

- Increased compliance and tort risk will drive customers to replace non-compliant suppliers
- An easy way to find new compliant suppliers and/or understand what's trending

For Suppliers

- Compliance can be a competitive advantage
- Gets products and pricing in front of retailer and wholesaler prospects

How Does MarketPlace Work?

It's designed to be the first end-to-end sourcing solution of its kind

1. Search. MarketPlace enables buyers to search thousands of suppliers and their products by level of compliance

2. Curate. From within the app, buyers can request a sample and/or negotiate terms

3. Order. New business is finalized once a supplier becomes compliant with the buyer's requirements and accepts the order

4. On-board. With a single click, the supplier's new item data can be uploaded to the Buyer's system



Case Study: Associated Wholesale Grocers



Shelly Stegner
Director of Food Safety

AWG: Assessing our Gaps



- **Liability is Real**
 - In 2016, AWG issued over 100 food & non-food recalls
 - FSMA
- **Supplier Approval Program needed for FSMA due to produce carried**
 - Preventive Controls Compliance Date: Sept. 2016
- **Manual process for managing records**
 - 3,000+ suppliers
- **Minimum # of documents collected per supplier**
 - Certificate of Insurance
 - Maybe a Supplier Agreement...

We Knew Compliance Built on Trust was Not Enough

We needed:

- an **automated supplier approval program** for food AND non-food suppliers
- the **ability to collect more** corporate and food safety documentation
- the **ability to share** AWG specific agreements, such as our recall agreement
- needed 24/7 access to documentation **all in one place**



We conducted a thorough search of document management companies specializing in food safety... and not

What's Needed to Get Started?

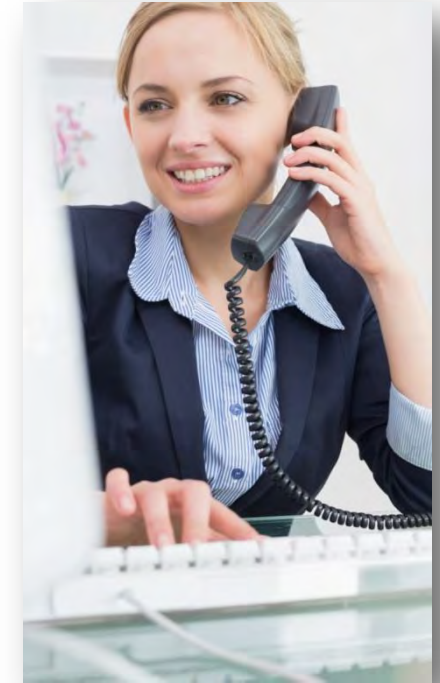
- **Do you know who you do business with?**
 - Are those suppliers “active” or “inactive”?
- **Do you have the right documentation from them based on their profile?**
- **Is it current?**

These are surprisingly difficult questions to answer when you have 3,000+ suppliers!



Our Experience with ReposiTrak

- **We now have an accurate list of suppliers**
 - ReposiTrak helps us qualify new suppliers, as well
- **We leverage their team**
 - ReposiTrak reaches out to help, follow up and even “nag” suppliers to correct non-compliance issues
- **Easy-to-use and flexible**
 - Dual, pro-active alerts and exception-based reporting
 - Customizable document review queue
 - Documents delegated to appropriate reviewer
- **We’re increasing our document requirements...we’re now at 24**
 - Documents can be e-signed
 - Everything is in one database



We Are Very Proud Of Our Results

- ✓ **Supplier compliance, now at ~60%**
- ✓ **More records and more supplier groups**
 - ✓ Private label, national brands, non-food, & OTC drugs
- ✓ **Increased ownership of food safety on behalf of our members**
 - ✓ Wider responsibility now taken for AWG's liability
 - ✓ Easy to share reporting with all key stakeholders
- ✓ **Buyers are now part of the process and are committed to ensuring documentation is collected**
 - ✓ Easy now to see where suppliers are not meeting requirements



We're serious. "If you don't comply, you won't supply"

What We Attribute To Our Success

- **Cross-functional executive leadership to drive adoption**
 - Progress reporting distributed weekly to leadership
- **ReposiTrak is easy to use for suppliers and AWG**
- **All 3,000+ suppliers included**
 - Private label, national brands, non-food, and OTC drugs
 - suppliers pay wholesaler or retailer but not both.



Program Launch: Sept 2016

Questions?



Thank you!