Video Link: https://youtu.be/griCIa-CtAo

Michael Rooney	[00:00:06] Welcome to our guests and to our viewers. My name is Michael Rooney. I'm a Director in the Global Procurement team at Pearson. Pearson's recently joined the Trust Your Supplier network to manage supplier information. And today I'm interviewing three senior executives from three of the leading telecom companies to get their perspectives as buyers on the Trust Your Supplier network. So joining me today, I've got Cyril Pourrat, BT's Chief Procurement Officer. I've got Sanjay Mehta, Nokia's a Vice President of Strategic Sourcing for Mobile Networks. And finally, Ninian Wilson, the Chief Procurement Officer at Vodafone. So welcome to all three of you. And thanks for having this conversation with me.
	[00:01:00] So let me start by asking what really makes Trust Your Supplier stand out for you and your organization.
Cyril Pourrat:	[00:01:08] What matters to us, it's when we look at our complete digital transformation, it will play a key role. Onboarding suppliers right now it's a bit of a complicated process within our organization. And it's something which is very stand alone. Meaning that's pretty much no integration to the rest of our, I would say our sales to contract process. By voting to a solution like trust your supplier it will help us first of all, to get much more faster into onboarding any new suppliers and especially if Ninian or Sanjay have already onboarded the supplier, which is a key, key value to me and then after that what would be great for me is the ability for me to connect that with all the digital platform that we're currently deploying.
	So I can imagine that I'm a user, meaning that not a procurement professional, I'm a user, and I want to onboard a supplier through basically the process that I'm going through, and it just can, for example, ask that to happen. And then from TYS very quickly, so I can onboard the supplier, we can have all the proper rating and then so I can go do all my POs. So that way we are currently deploying the solution where we plug TYS into that and letting, obviously under our supervision, but letting our business partners to go and onboard supplier very quickly and could get PR and a PO very quickly. So that's really so moving away from a very standalone and cumbersome process to something which is fully digital blockchain. So giving us the right level of confidence as well, and connecting that with our digital platform and enabling more and more self service.
Sanjay Mehta:	[00:02:46] Same in our case as well that our supplier onboarding process in the past so far had been a bit fragmented. You have to pick from here and there. You have to do the assessment, financial checks, and so on. TYS helps us to bring all this together at one place, centralized at one place and helps that. And then of course, one of the key things is also speed. Speed is of essence in our industry and we would like to onboard our suppliers as fast as possible and get

them on the task to support us and our customers immediately. So TYS helps to increase the speed of onboarding and as mentioned, I mean, it's like starting from onboarding to starting the work and issuing them PO [00:03:30] is pretty fast with that. Last, but not least from Nokia point of view, we started our digitalization journey a couple of years back, and TYS plays a crucial role in that journey, bringing in various processes together at one place, using the blockchain technology and enabling our digitalization journey.

Ninian Wilson: [00:03:49] Just to echo many of the similar points raised by Cyril and Sanjay. We were quite quick in how we did our qualification process. So an average time before this new capability was run about four days, which is pretty quick, but the challenge we had was keeping on top of changes, especially from a compliance perspective. We operate in a number of countries around the world, Sanjay will have the same issue and Cyril as well for some of those businesses. And if things changed with a supplier, i.e. a new board member came on, then cutting out all those checks in a very automated way was important to us. So we saw real value here from that compliance piece, as well as the velocity and maintaining the pace for the changes. So we see significant value in the blockchain capability and all of data being up-to-date all of the time for all of the companies who are involved. We think it's a really good step.

Michael Rooney: [00:04:48] Okay. Thank you for that. I think from a Pearson perspective as well, and kind of echoing everything that you guys are saying. So maybe just to now build on that point around, that Cyril brought up around working together as a collective, as a consortium. In the telecom industry, maybe we can go through each of you, and if you could just talk about how you think that's going to make a difference to you and your organization.

Cyril Pourrat: [00:05:14] So the interesting, and what is really valuable in this podcast, it's obviously the fact that you have Ninian and myself, and we have one of our main players are really represented by Sanjay. I mean, it's the value of we're working on all the same industry, playing with exactly the same suppliers, dealing with exactly the same people. So I mean that the value here is that if we can create an ecosystem that will enable to work better all together and to be faster all together, so that's absolutely what we are looking for. We would love, and I'm sure that in a sense, what we would love to see even more of our peers joining the network because that's where the value will come from. So blockchain is giving us, we see all the, everything, which is about a compliance, knowing that we're capable of auditing at any point of time or our supply base and ticking all the boxes and then after that or it's creating the discreet ecosystem, so where we can really connect and being faster all together. And we can imagine that TYS it's maybe just the beginning of something even bigger.

Sanjay Mehta: [00:06:21] Yeah. I think the only thing which I would like to add to what Cyril mentioned is that it also gives improved supplier relationships. So, the streamlined process of onboarding, this simplifies doing business with Nokia and reduces the manual efforts for suppliers to share, maintain, and update data ss

everything TYS is accessible in one place. And also it gives a strong message to the industry that we are here as consortium to set the standards for the future.

Michael Rooney: [00:06:55] Yeah. And that's a really, really good point in it definitely should encourage your mutual suppliers to sign up the platform which would make such a powerful consortium. And Ninian, what are your thoughts on that?

Ninian Wilson: [00:07:13] Yeah, again, I think if you think of the future role of procurement, it's about the orchestration of ecosystems, some would say. I tend to agree with that position, and this is a great way in an area where we don't compete around qualification of vendors and suppliers we are bringing a common way of working to that supply base. The industry already has a forum where we do joint auditing together. So BT doesn't send in an order on Monday, Vodafone on a Tuesday, someone else on a Wednesday, which would be craziness. And therefore, in my head having a single way of working with our partners to onboard them in a common way just makes complete sense. And we can still be red, hot competitors, to try and win in the marketplace, but actually be nice and simple for our suppliers to deal with. So for me, it's got a lot of industrial logic.

Michael Rooney: [00:08:02] Just switching directions slightly towards compliance. So compliance, very broad topic. I think what I'll do is I'll ask each of you to maybe touch on one or two areas of compliance. And if you can talk about how you think Trust Your Supplier is really going to support you in those areas. So just to kind of name a few of the topics that I'm thinking about things like diversity, sustainability, cybersecurity, anti-corruption, etc.

Ninian Wilson: [00:08:33] We are trying to collect more and more data and information from our suppliers around their approach on diversity and how they're managing inclusion in their business. And having a single platform allows us to collect that data. A lot of the American companies are a lot further down the road than perhaps we are. So we're playing a little bit of catch up, but again, having a single way in which our vendors can interact with us, put it on a single platform, and then we can mine that data. And then to settle this point, what flew it through our business to get approvals and support, et cetera for us. So that's one example, which is both sort of around compliance, but also around actually having suppliers who've got the right levels of diversity and inclusion going forward. And again, it's easy to do once when you qualify a supplier, but it's really hard to keep on top of. So having the regular updates, I think is a real positive.

Michael Rooney: [00:09:29] Okay. Thanks. Yeah. I mean, that's still a challenging challenge that we're facing at the moment your certifications expiring, how do you keep on top of them, et cetera, et cetera.

Sanjay Mehta: [00:09:37] I think without repeating what Ninian mentioned, one of the key things is that TYS here will help us on this compliance topic because they bring strong partners and validators that will help us to verify the identity of our suppliers either before or during the time they start doing business with us. And

the other thing also is that it helps really in terms of doing a lot of internal audits which happen. So this helps to see all the documents, everything about the check, about our suppliers at one location. So this way, I think these are the two key things where from compliance point of view, where the TYS comes in and helps.

Cyril Pourrat: [00:10:17] Obviously, Sanjay and Ninian were very clear on all the benefit of that. In the world where we are right now, speed is of the essence. And especially because right now, so you check the brought in and then there's something popping up on ABC and what we really like is, I would say real times. I mean, that's the real time or the near real time, which the platform is bringing as well to the table. Because obviously you've got these kinds of stuff, which has popping up in the media in the morning, and then, so you've got to immediately, so all the meshing within the company, which is saying, oh, you've seen that we've got an issue there. So how much are we exposed and stuff like that.

So it's really useful. I think the third party, which are validating and monitor our supplier in real time for us is a game changer because Ninian was mentioning for example diversity. And I worked in the US just before, so I know what would you see the difference between US is very, very advanced. It's something that it was very easy as well to track it in the US. Not at all easy, even though we're here in the UK, we're trying to get into this logic as well, the same logic than in the US, but again so real-time just coming back to my point, real-time on diversity or real-time one, false labor, older risk that we're currently exposed to wound be replied to very, very quickly. So that's, I would say what is as well beyond what Ninian and Sanjay highlighted in their discussion. So that's a that's a key point for us.

Michael Rooney: [00:11:46] Thanks Cyril. So the next point that I'd like to talk about really is, so one of the kind of unique features of TYS is this kind of marketplace where different business partners can provide their "authoritative" integrated data. So I'm really interested to understand how you think that this feature can transform your business process.

Sanjay Mehta: [00:12:13] So this is actually a great feature, which TYS provides. And I mean, if you see, normally for category manager has to find a supplier, I mean, he has to screen the market, he has to check for the suppliers at various location. But this now allows us to evaluate an already connected supplier, to TYS more efficiently, and all the related information is accessible in one central location. The other thing also is that it gives the category managers full autonomy to verify the supplier information and they are not dependent on other stakeholders or on other systems to check the information related to the supplier. So, these are the two key benefits that we see coming out of this feature.

Michael Rooney: [00:13:04] Thanks. So I think that's a really, really good point. There's so many systems out there, in a complex organization, having this kind of single place to

go for your procurement team or your category teams. Yeah. I can see how that's really important.

Cyril Pourrat: [00:13:19] Yeah, the good feature, it is as we just mentioned at the very beginning, is that if Ninian or Sanjay has already vetted one of the suppliers, for me it would be much quicker to embed someone. I mean, that to a certain extent, we're helping each other to build these trusted network of suppliers. And that's extremely valuable, to mean that if you think about a vertical and industry verticals, even though we are competing and we're fiercely competing on that kind of stuff, we know perfectly that I believe that we have more than 2000 suppliers in common between me and Ninian and I'm sure that it's just the beginning of that. So meaning we are, I think the same supply base, we are having the same stakes, and so we see going into that, so it's easier first, it will be faster and again if it has been vetted by Ninian, vetted by Sanjay,so meaning that I can go and my people can trust it. So that's super key, and as Sanjay said, that if you've got suppliers which are on the platform and they have done the proper due diligence, again that means that it would be easier to go and work much more quickly with the suppliers, new suppliers, and onboarding them within our organization.

Ninian Wilson: [00:14:35] Very, very similar to both Sanjay and Cyril on this one. I think back to the one around velocity, one around a single source of the truth. And I think that becomes tremendously valuable because the services that are provided today will change completely for the services tomorrow. So at the moment, I might just be looking at diversity and inclusion. I might look at some other qualification criteria, but as the platform becomes richer, then it will allow Cyril, myself and Sanjay to provide that near real-time data to our executives on the composition of our supply base. I'll give you one example, this year at the start or last year, actually at the start of the pandemic, we changed the payment terms for all of our micro and small suppliers, but actually getting that data was incredibly difficult because there's no common view across our footprint from one company to go to see, is this a small company? Is it a micro company? So that became quite a manual exercise. But we just know in future, that it will be very quick for us. So I don't have to keep my own data all up to date. I'll go to one place and let's say like, give me a breakdown of the suppliers. They will prove they know the expert expertise and then give that one view back to us. It saves me time and will make things a lot quicker. And I think that one, one source of the truth is, is tremendously powerful, especially if so Ninian and Sanjay can persuade more of our other operators and other partners to join the network, because then you really get the scale effect of a network. So you will see us actively pushing that with other Telco operators and other partners who we work with here.

Michael Rooney: [00:16:18] So I think we've talked, so far about the benefits to your organization. I think what it's worth is talking about for a moment is also the benefits to the suppliers, because essentially that is what is going to help to grow the platform, to grow the supply base of the platform, to make it more powerful. All three of you really have outlined in this podcast. So what are the

key kind of value propositions? I think for a supplier is that single profile and the ability to be kind of discovered on the network. So can you talk to me a bit about, these features and how you think that, that it will benefit you and your suppliers?

Ninian Wilson: [00:17:06] Yeah, let me start and just give a little bit of a view. I think we will have a very common view here of some of the benefits. So I'll just narrow in on one area from, from a Vodafone perspective. I think to understand the benefits you've got to, start from a supplier's perspective, the three people you've got, all work for huge corporations, understanding who to speak to, how to get in, how to get your name mentioned is incredibly difficult. So therefore creating a network where you can be discovered is really helpful and that if I'm a supplier and I contact the procurement department and I can say, listen, I'm already on this great platform, the procurement person then just go grab the profile. So it's going to make that early interaction a lot easier and a lot faster.

Michael Rooney: [00:17:57] Yeah, sure. And I guess for repeat interaction as well, no need to kind of answer the same questions again and again. So I can definitely see the benefits there, and Cyril from your perspective.

Cyril Pourrat: [00:18:10] Yeah, so it's a pretty much the same. We're offering a one-stop shop to the suppliers, meaning that instead of doing it for Ninian, for me, for Sanjay and for others, I mean, that you go and they can just like do that once and then focusing on some other stuff. So instead of having, I would say you know in Europe we are, I believe the last time Cyril, so I would look at that it was what 180 checks or something like that instead of doing it 180 times. So you've got, you're doing it one time. And interestingly enough, as well, last week I was presenting to some, to some students on what we were doing. And we're speaking about TYS and the students as well were challenging me on the sustainability piece of the blockchain and today you read about all this stuff about Bitcoin. I say, look, the great stuff with TYS is that actually we'd save a lot of energy, not just on the energy for our suppliers, but we'd save the electricity and space, because you've got just one place where you've got the key information that many of us will use it. So, it's as well a positive impact on the system on the sustainability side.

Michael Rooney: [00:19:12] Brilliant. I like that story. Thank you, and Sanjay?

Sanjay Mehta: [00:19:17] Yeah. If I put myself into the shoes of a supplier, so I think the first thing as Cyril and Niniam mentioned, I do not need to repeat the same process for my different customers. I can do that once and then it is applicable for the customers who are linked to the TYS. I think that is a key benefit. The other thing also is that the data, which as a supplier I have provided in the system is fully controlled and owned by me. So if there is any change in my setup or anything, I can do that change and I don't need to tell all my customers one by one. So it's visible to all my customers at the same time. I think the other most important thing from suppliers point of view is the visibility this brings and the potential it brings in to increase the new business, because this brings in a great

visibility tool as part of the system. And last but not least, I think we have been all talking about this is reduced time, and this is the same for our supplier also that they see this as a reduced time to the first transaction with their customers.

Michael Rooney: [00:20:30] Some really good points there. Thank you, Sanjay. What would your key message be to your suppliers?

Cyril Pourrat: [00:20:37] Yeah, I believe that's when you just look at these panels so you've got quite a lot of leading companies in the telecom industries who are joining such initiatives. So there's probably a good reason behind that. So we are all embracing blockchain. We're all embracing as well as speed, simplification in the relationship that we have with our suppliers, because we want to focus really on our core business. So I would say join it. I would say to our suppliers, come join us in these platforms. So it will be great for our industry. We do everything more quickly. It would be more efficient and we will be able to all of us to focus more on what matters.

Ninian Wilson: [00:21:14] Yeah, I would say if you love paper, if you love admin, if you love bureaucracy, don't join this platform because we're not going to have any of that. But if you want to be part of the future, you want to be more digital, get onboard with this platform because this is the way in which we are going. We are encouraging all of our supplier partners to onboard. Eventually we will mandate this. So I would encourage everybody to join, now, and just think of the access you're going to get to multiple customers.

Michael Rooney: [00:21:47] Great. I love that. Thank you. And, and Sanjay?

Sanjay Mehta: [00:21:51] We strongly encourage you to join the TYS platform. It will, with the help of blockchain technology, it will benefit you by eliminating manual repetitive processes, experiencing an acceleration of qualification and onboarding processes and gain the potential for new business opportunities. So we strongly encourage you to join this platform and support us in setting the right direction in this industry.

Michael Rooney: [00:22:18] Cyril, Sanjay, Ninian thank you so much for your time. Thanks for having the conversation with me. I think your insights have been really useful, to our viewers, but also to myself as well. Yeah, so just from a telecoms perspective, but also it's really interesting for me to understand how this can help us on our journey in the kind of education space as well. So thank you very much for your time and enjoy the rest of your day.

Sanjay Mehta: [00:22:43] Thank you.