

Build Vs. Buy: What's the right choice for your Product Compliance Program?



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Chief Product Officer



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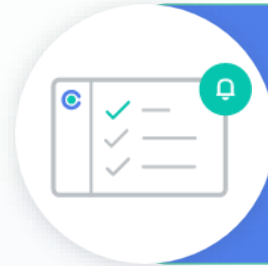
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Moderator
Product Marketing Manager

7th June 2023

About Compliance & Risks

Manage your end to end Compliance Process

Supported by Compliance & Risks



Demonstrating Compliance

Evidence Management



For what is required

Requirements Management



Driven by Global Regulations & Standards

Regulation Management

Achieved through



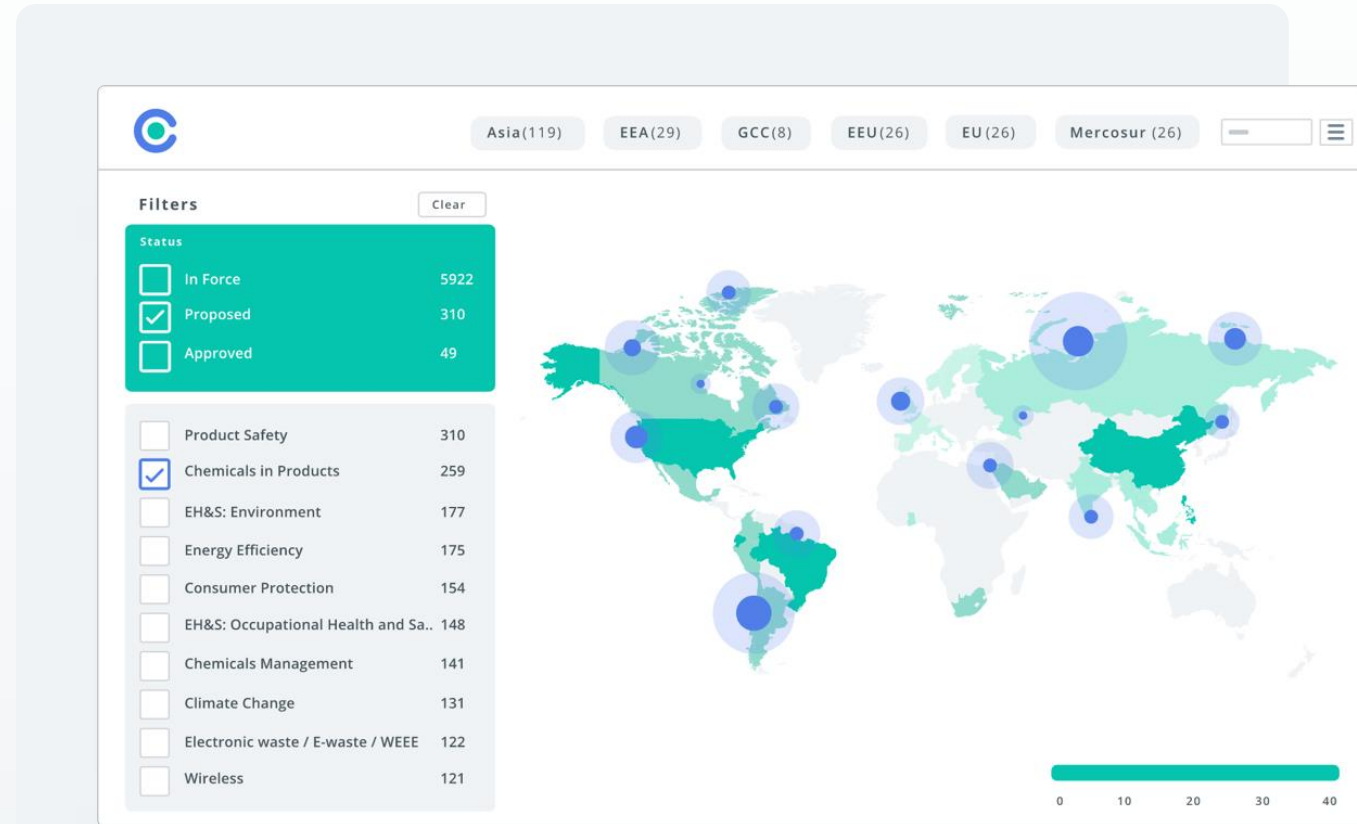
Powerful Enterprise Technology



Extensive Global Regulatory Content



Team of Subject Matter Experts



Mission Statement

“Our goal is to ensure global companies have the tools & information to build safe, sustainable, products in a world full of change”

Trusted by the **World's Leading Brands**

SAMSUNG

Miele

 **MOTOROLA**

TOSHIBA



 **Abbott**

FUJITSU

BOSE

TESLA

PHILIPS

logitech

XEROX

Thermo
SCIENTIFIC

SONY

GARMIN

Poll Question

From a Product Compliance perspective, what is your primary support to help you on a daily basis?

- A) Form of Sharepoint, spreadsheet combination
- B) Inhouse developed software application
- C) Externally purchased tool

What we are hearing...



Macroeconomic headwinds

*Every penny is
scrutinized*

A man in a striped shirt is pointing at a whiteboard with a blue marker. The whiteboard is covered with handwritten notes and several yellow and green sticky notes. Other people are visible in the background, looking at the whiteboard. The scene is dimly lit, suggesting an indoor office or meeting room.

Goals haven't changed

*Do more with the
existing*



'Zero Surprises'

Disruption is not an option

Compliance teams
are under immense
pressure...



What does 'Good' look like?

The most successful compliance teams...

- ✔ Think with a business mindset
- ✔ Leverage technology to their advantage
- ✔ Continuously improve



"Managing test results of 1000s of products is a ...Nightmare"

"The internet is a wonderful thing, but it made our team go crazy!"

"We need a dedicated tool!"

"It's like drinking from a water hose..."



A Common Starting Point

The true cost of outdated compliance processes is more than just fines & penalties.

- ✘ Manually checking thousands of products
- ✘ Large, unmanageable spreadsheets
- ✘ Disjointed processes & data silos
- ✘ Redesigning and retesting products
- ✘ Stop-ship in the field & rework on the production line



What 'Good' Looks Like

- ✔ Effective Risk Management
- ✔ Product Portfolio Management
- ✔ Corporate Memory
- ✔ Product innovation
- ✔ Identify market opportunities



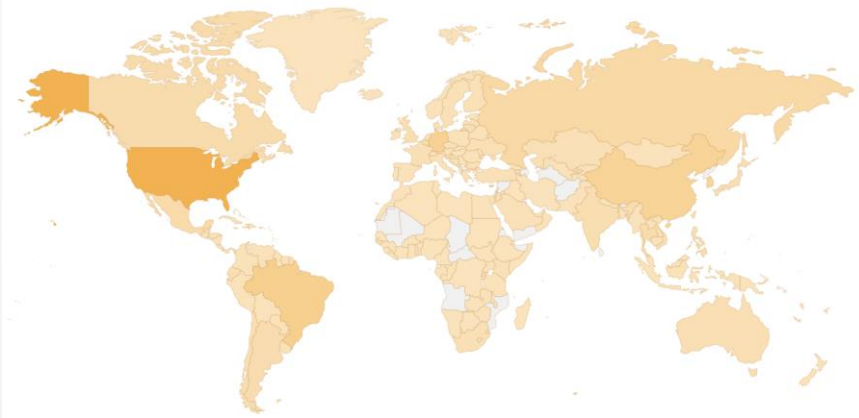
Building an In House Product Compliance Solution

Why do we need to leverage Technology?



Deciphering 55,080 Product Regulations

Accounting for 3,713 Proposed Regulations



We do we need to leverage Technology?

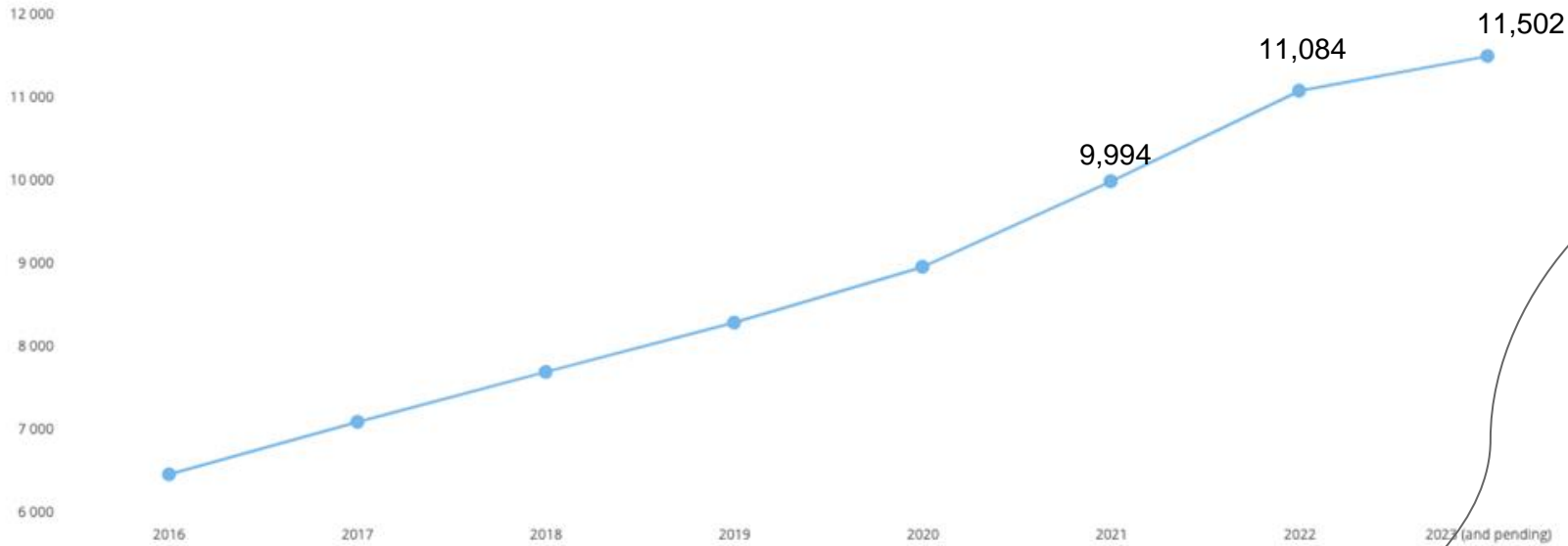
Regulations by topic over time ⓘ

Cumulative Trend



● Product Safety

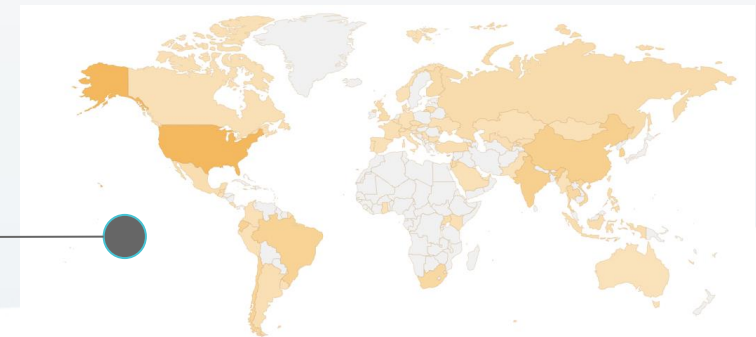
Select more topics (41)



- Chemicals in EH&S: Environment
- Chemicals in EH&S: Occupational Health & Safety
- Chemicals in Products
- Chemicals Management
- Circular Economy
- Climate Change
- Conflict Minerals
- Consumer Protection
- Covid-19
- Cybersecurity
- Data Protection
- Drinking Water
- Ecodesign
- Ecolabelling
- EH&S: Environment
- Explosive Atmospheres
- Food Contact Materials and Articles
- Globally Harmonised System (GHS)
- Human Trafficking and Slavery (HTS)
- Illegal Logging
- Medical Devices
- Nanotechnology
- Packaging
- Product Safety
- Single-use Plastics
- Textiles
- Transboundary Movement of Hazardous Waste
- Transport of Dangerous Goods
- Water Efficiency
- Wireless

1,508 changes / added since 2021

355 Proposed Product Safety Regulations



Lessons learned from the market

First time Compliance tool build

Missing out on lessons learned

Lessons learned from the market

First time Compliance tool build

Missing out on lessons learned

Gathering Requirements

What to ask for

- Linking Regulations to Requirements
- English summaries
- Probability of Enforcement
- Horizon view
- Revenue impact on market access

Trade off

- Where to draw the line, extending requirements phase

Lessons learned from the market

First time Compliance tool build

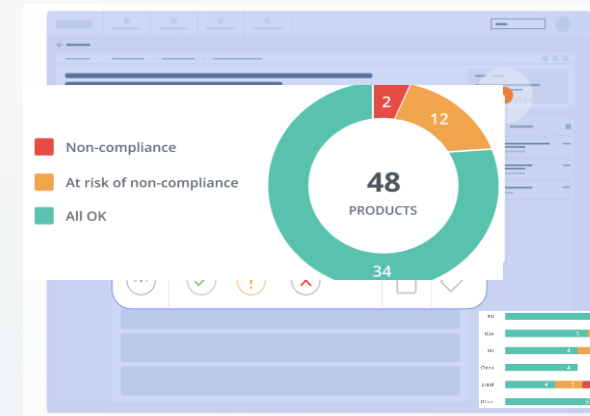
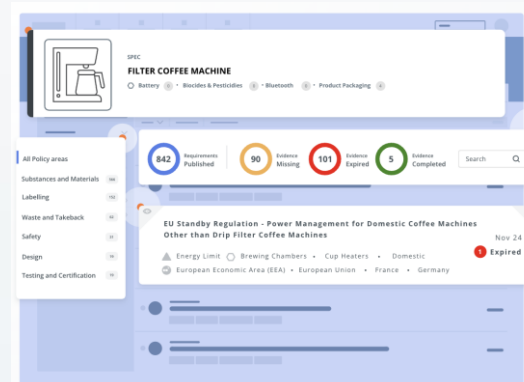
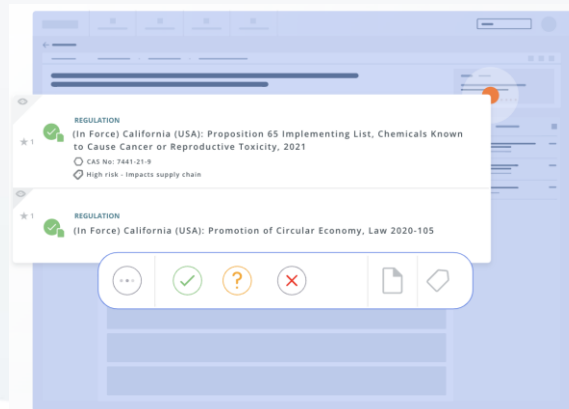
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Gathering Requirements

What to ask for

Technology Roadmap

Not a once off build



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Not a once off build

Content Roadmap

Technology v's Content

A
Automotive
Artificial Intelligence (AI)

B
Batteries
Brexit

C
California Proposition 65
Carbon Footprint
Chemicals and EH&S: Occupational Health & Safety
Chemicals & EH&S: Environment
Chemicals In Products
Chemicals Management
Circular Economy
Climate Change

Conflict Minerals
Consumer Protection
Corporate Social Responsibility
COVID-19
Cybersecurity

D
Data Protection
Drinking Water Directive

E
EH&S: Environment
EH&S: Occupational Health & Safety
Ecodesign
Electronic Waste / E-Waste / WEEE
Electromagnetic Compatibility (EMC)
Energy Efficiency
EU REACH
Explosive Atmospheres / ATEX

F
Food Contact Materials & Articles

G
Globally Harmonized System (GHS)

H
Human Trafficking and Slavery (HTS)

I
Illegal Logging

M
Medical Devices

N
Nanotechnology
Non-Financial Reporting Directive (NFRD)

P
Packaging
Product Safety

S
Single-use Plastics

T
Textiles
Transboundary Movement of Hazardous Waste
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W
Water Efficiency
Wireless

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Not a once off build

Content Roadmap

Technology v's Content

SLA to the business

Business Continuity

Lessons learned from the market

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Technology v's Content

SLA to the business

Business Continuity

Subject Matter Experts

Context

Lessons learned from the market

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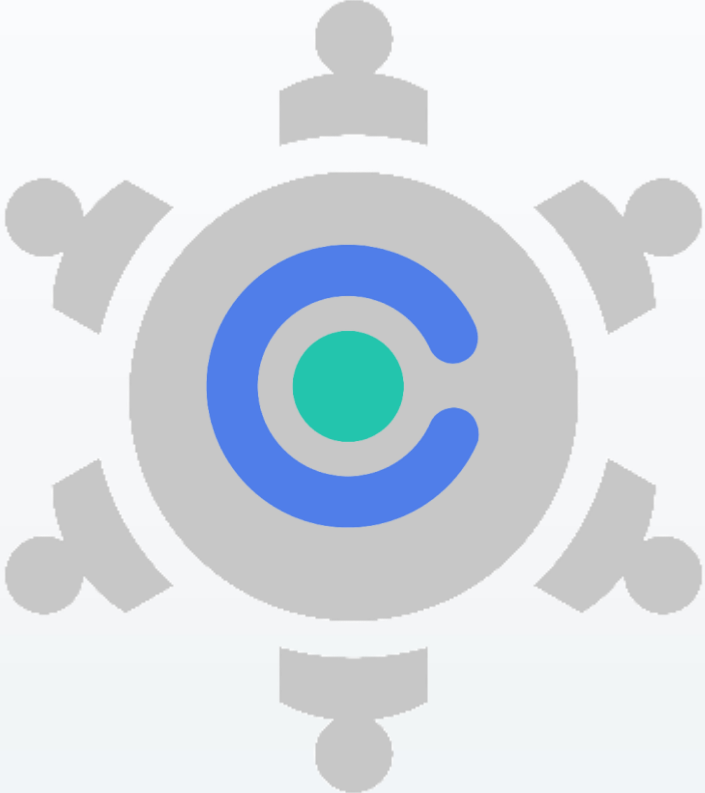
Subject Matter Experts

Context

Iterating Solution

By the time you catch up - you are behind!

Lessons learned from the market



Benefits of a SaaS Solution

- Built and Performing
- Cost effective
- Faster time to market
- Iterated over last 20 years
 - Content
 - Regulations
 - Standards
 - Evidence
 - Dashboards
- Technology
- Subject Matter Experts



Benefits of a SaaS Solution

- Are updates provided daily / monthly?
- English level summaries?
- Probability of enforcement?
- Access to Subject Matter expertise?
- What content set exists for machine learning?
- How is data contextually linked?
- End to End or specific element?
- Global coverage?
- Partner Network?
- Roadmap capability?

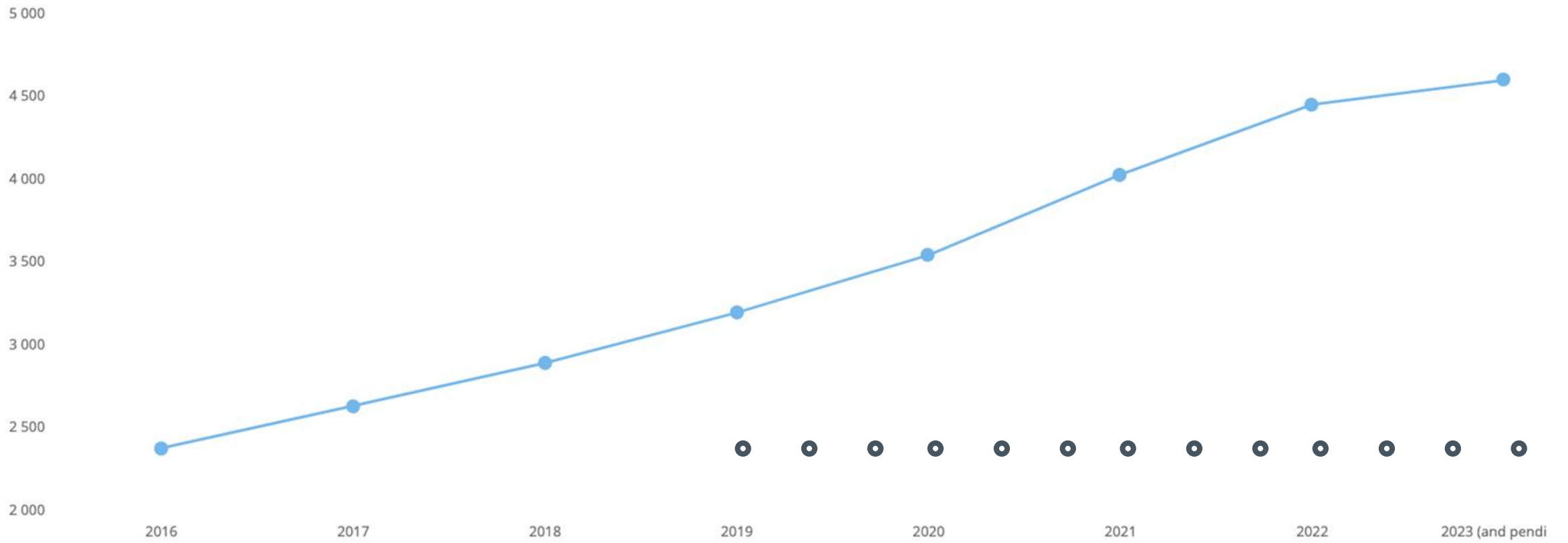
Building a Business Case for a SaaS Solution

Poll

What is an area that you need support with while building a Business Case for a SaaS solution internally?

- A) Quantifying the benefits of a Product Compliance SaaS solution
- B) Cost - Benefit Analysis
- C) Engaging Stakeholders & gaining agreement
- D) Budgetary constraints

● Product Safety
[Select more topics \(41\)](#)



What's right for you?

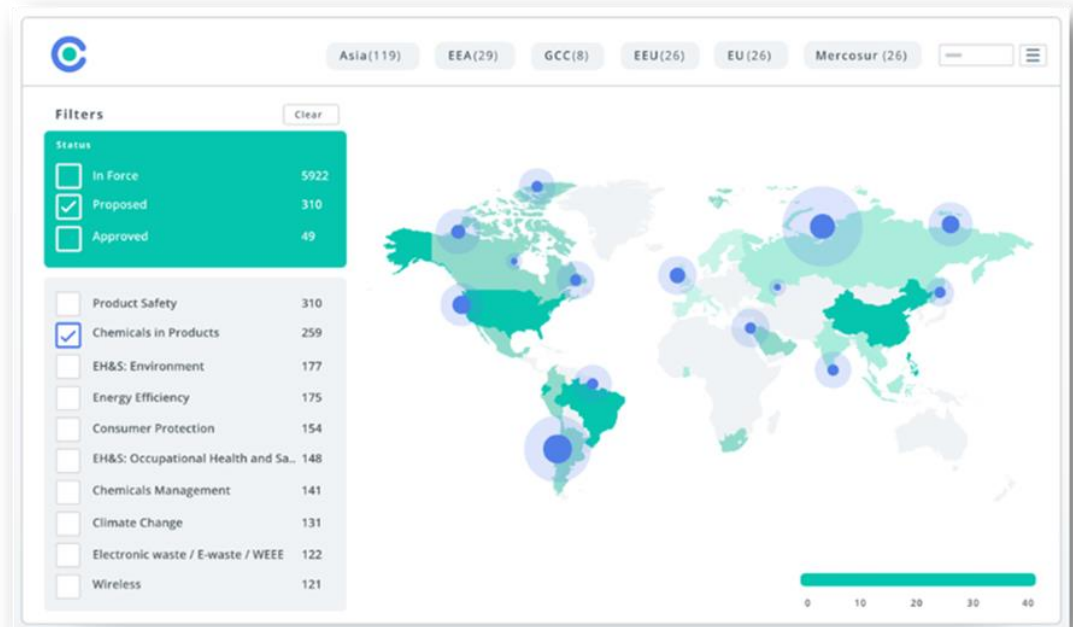
WHAT'S RIGHT FOR YOU?

Focus on the Ultimate Benefit for your Business



Revenue is put at risk in markets where you are not fully covered.

2023: Global Regulatory Density



Think with a Business Mindset

- ✓ Business Mindset
- ✓ Leverage technology
- ✓ Iterate. This is a multi-year journey
- ✓ Communicate your success



Q&A

Thank you!



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