

Webinar

Navigate Risks, Protect Revenue & Achieve Business Alignment with Insights in C2P

June 26, 2024



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Q&A
Session

Slides &
Webinar
Recording



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Demo



Webinar Platform Tips

Meet the Team



Shane O' Callaghan
Product Manager



Vish Karasani
Product Marketing Manager

Mission Statement

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


PUMA

GARMIN



97k+
Regulations

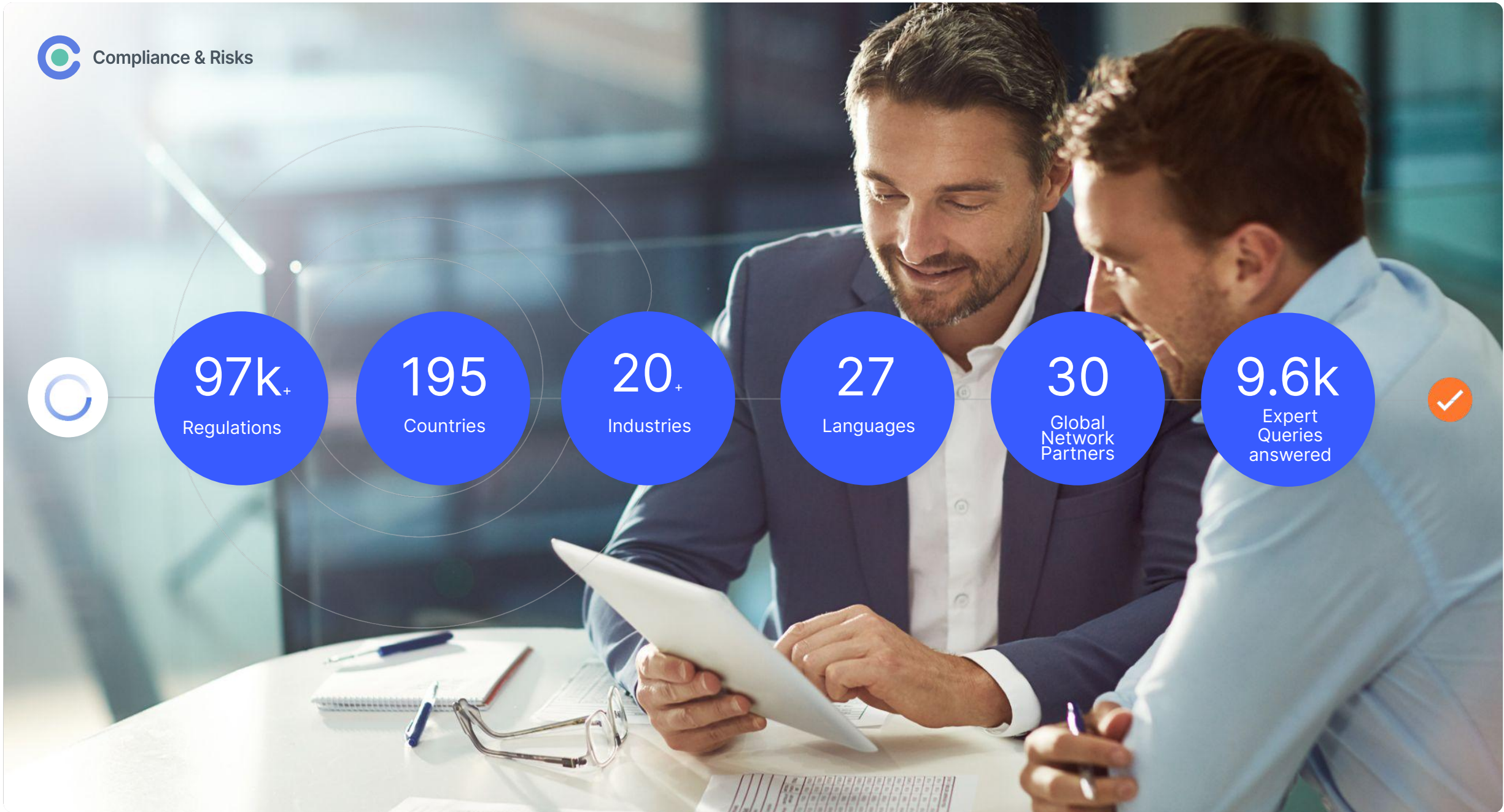
195
Countries

20+
Industries

27
Languages

30
Global
Network
Partners

9.6k
Expert
Queries
answered



Risk of a business disruption event increases...

- Unforeseen Costs (rework, product hold, stop ship)
- Customer Satisfaction & Brand Protection Issues



Leading to Revenue Loss...

PRODUCT COMPLIANCE & ESG COMPLIANCE

What we are building,

Capabilities for our customers to quickly identify and manage regulatory risks & opportunities in order to **protect and grow their revenue.**



What we have heard,

Quantifying and communicating the impact of regulatory risks to Profit & Loss owners & Compliance Managers is critical to **protecting and growing their revenue.**

"About 10 years ago, this [product compliance view] never reached my level...but the order of magnitude and the impact of the regulations in the last decade, have increased so much, that it is really a strategic factor."

Global VP of Business Unit (€500M-€1B annual revenue)

"Today we take each assessed regulation, export from C2P, summarise it add a risk rating manually to bring to our Exec team. They want to be across every high risk regulation affecting our business in the next 5 years....We want to turn C2P into an opportunity centre where we highlight opportunities to the Exec team identified by expanding our geographical compliance."

Henning Dräger - Global Head of ESG at Birkenstock

"One of the biggest value drivers for us is how good we are at prioritizing and setting focus. We always have more ideas than resources, we always find more opportunities in the market, then we do have resources."

"If we had a better system to evaluate risk...if there was more accuracy and holistic view, I think we would be able to develop better products. And that actually then drives top line and bottom line."

- Global VP of Business Unit (€500M-€1B annual revenue)

Poll : How difficult is it to prepare for meetings where you have to report on managing regulatory risk?

1. No effort - we have all data readily available for the team
2. Time consuming & difficult - It is difficult & takes time - but we get the job done!
3. It's like finding a needle in a haystack - we definitely need help to address this issue.



Leveraging Technology: Insights

Features

✓ **Horizon Scanning**

Timeline view of proposed draft regulations.

✓ **Risk Profiling**

Categorization of regulatory risk to the business based on market or company specific attributes.

✓ **Upcoming Dates**

A single view of all relevant upcoming regulatory deadlines.

✓ **Operations & Capacity Management**

Aggregated views of compliance team activity.

Benefits

✓ **Protect Revenue Goals**

Proactively identify upcoming regulatory risks and quantify the impact to revenue goals.

✓ **Achieve Business Alignment**

Build business cases and clearly communicate the business impact to gain alignment across departments.

✓ **Streamline Compliance Operations**

Ensure compliance teams are focused on the most impactful initiatives that align with revenue goals and monitor for progress.

Product Compliance & ESG Solutions

Insights Demo





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Q&A

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Thank You!



Shane O' Callaghan
Product Manager



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Product Marketing Manager