5 key benefits of adopting OpenChain

1. Meets the needs of **all** key departments [click down below]
2. Truly independent and free-to-use [click down below]
3. Improves the Risk Management across the piece [click down below]
4. Reduces costs by limiting complexity and duplication of effort [click down below]
5. Serves major Global Markets and all company types [click down below]

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1. Meets the needs of **all** key departments

OpenChain recognises that specialist departments have differing requirements from a compliance framework. It has been developed to ensure that the needs of each department are met, at the same time as ensuring that all the different gears in the engine work easily with each other. Key departments who will benefit from this multi-layered approach include:

* Legal and Compliance [click through]
* SysOps and Dev/Ops [click through]
* Procurement [click through]
* Sales and Marketing [click through]
* The Boardroom [click through]

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1. Truly independent and free-to-use

OpenChain has been architected to **avoid** dominance by a small number of industry players. It has been developed **by**, and adopted **by** a range of companies, irrespective of size. It is independent of individual players with a specific axe to grind.

OpenChain is not driven by a profit-motive; it is driven by companies who have identified a major pinch-point which needs an effective solution.

1. Improves risk management across the piece

OpenChain provides a safer environment. It requires a significantly reduced investment of time to implement it. Both Management and Implementation staff benefit equally, because OpenChain has been driven by on-the-ground specialists in response to a real-world need. This makes it robust, sustainable and responsive.

1. Reduces time-costs by limiting complexity and the duplication of effort

OpenChain allows all companies, and all departments, to “speak the same language”, and pursue the same stream-lined approach. Currently, companies often find that they constantly re-invent the wheel for every project, and for each department. OpenChain’s methodology cuts both complexity and duplication of effort, and so delivers significant cost reduction.

1. Meets corporate needs across company types and global markets

OpenChain has been developed in response to diverse,real-world needs at all levels of the supply chain. **All** types of players in the eco-system will benefit from adopting OpenChain’s usable, effective approach - from international manufacturing giants, through to niche businesses for which software development is a key part of service delivery.

OpenChain is independent of individual geographic areas, with contributors across Asia, Europe and North America. A truly **international** approach has been built-in to OpenChain from the ground up, which facilitates cross-border commerce. Materials are already available in multiple languages, and the range is increasing all the time.

INDIVIDUAL PAGES EACH JOB FUNCTION ON SEPARATE PAGE BECAUSE MESSAGING IS SLIGHTLY DIFFERENT FOR EACH TARGET MARKET

Procurement department

For the Procurement Department, OpenChain provides these key benefits:

* A purchasing approach which chimes with existing supply chain practices – software purchasing dovetails with your other procurement practices instead of being the “difficult child”.
* Pragmatic certification which you can rely on
* Identifies and promotes best practice end-to-end throughout the supply chain – one standard which everyone can work to
* Reduces Procurement Risk by ironing out variations on a product-by-product basis
* Reduces friction between purchaser and seller because both parties understand each other’s requirements - you won’t have to “teach” your suppliers to provide you with an acceptable quality process.
* Significant industry support ensures consistency over time. OpenChain is endorsed by major players, promising longevity and reliability
* Penetration into all sectors of the supply chain, reducing the duplication of time and effort:
  + OEMs
  + Distributors
  + Integrators
  + Retail and end-user customers in both public and private sectors
  + Players of all sizes
  + Flexible cross-sectors and across all sizes of enterprise
* Real-world solution. The needs of the Procurement Department will dove-tail with the needs of the end-user department.

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Legal Departments

For the Legal Department, OpenChain provides these key benefits:

* Eases the time and complexity needed to draft Procurement and Sales contracts.
* Standardised documentation simplifies due diligence
* Improves inter-department communication between Legal, Compliance and Sales Departments
* Helps develop consistent cross-department messaging, allowing Sales and Legal staff to work in harmony.
* Minimises the need for complex warranty negotiations
* Prevents constant re-invention of the wheel for each Sale / Purchase

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Compliance departments

For the Compliance Department, OpenChain provides these key benefits:

* Helps to identify, monitor and control the risk of non-compliance with Intellectual Property Regulations
* Industry-wide standard giving widest industry coverage.
* Can be adopted across all industries; OpenChain does away with industry silos with differing compliance processes and norms.
* Creates a body of pan-industrial skills which can easily be ported across all companies
* Provides consistency with existing compliance norms and approaches, easing compliance with other key areas including security and information handling
* Simple, pragmatic implementation process. OpenChain has been developed by consultation with the people who actually have to make it work including, crucially, Compliance experts. Its transparency gives you an opportunity to influence the direction of travel into the future, should you wish.
* OpenChain has not been imposed either by governments or by dominant market-players, which makes it usable and flexible.
* Wealth of materials already available to make the on-boarding process more straightforward

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Sales and Marketing department

For the Sales and Marketing Department, OpenChain provides these key benefits:

* Communication failures between Sales, Compliance and Legal departments can be a barrier for smooth Sales processes. OpenChain provides a simple, consistent approach, simplifying your Sales message. This will significantly reduce the risk of lost Sales, or of last-minute involvement of Management Staff in the Sales process.
* Reduces the risks associated with Sales which go wrong
  + PR risk
  + Reputational risk
  + Litigation risk
* Eases sales by moving the sales process **off** tricky compliance issues, and rapidly **onto** the benefits of your specific products
* Pre-emptively anticipates the needs of your customers around compliance requirements, easing the sales process yet further. Sophisticated (therefore high-ticket) buyers will already be demanding this from you.

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Software development / SysOps and DevOps

For the SysOps / DevOps Department, OpenChain provides these key benefits:

* Provides a consistent yet flexible framework for a development approach which can be tailored to meet the needs of individual companies.
* Prevents re-invention of the wheel for each new project
* Gives developers a clear framework on:
  + Code sourcing documentation
  + Code development
  + Code deployment
* OpenChain has been designed to be suitable for use with both commercial products and internal use. OpenChain is portable across all methods of deployment including distribution or through a SAS platform
* Wealth of materials already available to assist with training, policy development, implantation and auditing.

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The Boardroom

For the Boardroom, OpenChain provides these benefits:

* Significantly reduces costs across all key departments
  + Time costs
  + Line Management costs
  + Senior Management costs
  + Execution costs
* Enables improved working practices by streamlining and automating costly specialist practices
* Free-to-use industry-standard framework offers national and international acceptance with a low–cost level of implementation.
* Reduces friction between the Sales / Marketing, Procurement and Legal / Compliance departments making for faster, cheaper Sales or Purchases.
* Speeds up contract negotiation with Customers or Suppliers, reducing time and costs
* Improves the management of risk in Legal and Compliance departments, limiting PR and Reputational risks
* Reduces Legislative and Reputational Risk by generating built-in, industry-standardised traceability and documentation
* Produces a consistent framework ensuring clarity between staff members from different specialisations.
* Reduces miscommunication with 3rd Party suppliers, external consultants, and team members. Focuses investment on delivery not on false starts.