

Kg Model Method Name	Kg Model Sub-Method Name	KJET Method	KJET Method ID	KJET Sub-Method	NEST Sub-Method ID
Admin	Administrative responsibilities	Executive Leadership & Admin		Others - GM	GM.01
Analytical Development	3rd party labs	R&D		Development and Testing	RD.01
Analytical Development	Development Process	R&D		Development and Testing	RD.01
Aviation	Aviation	Executive Leadership &		Aviation	
Business Money	Cost Management	Money		Controllership	FA.03
Business Money	Evaluate & Manage Financial Performance	Money		FP&A	FA.04
Business Money	Planning, Budgeting & Forecasting	Money		FP&A	FA.04
Advertisement	Client Service	Market Specialization		Sales Support	SM.08
Advertisement	MKT- Administration	Executive Leadership &		Others - GM	GM.01
Advertisement	MKT- Analysis	Market Specialization		Market Intelligence & Development	SM.01
Advertisement	MKT- X Client Support	Market Specialization		Sales Support	SM.08
Advertisement	MKT- Business Development	Market Specialization		Advertisement Strategy and Operations	SM.05
Advertisement	MKT- X	Market Specialization		Sales Support	SM.08
Advertisement	OTC- Cash Operations	Money		Account Receivable	FA.02
Advertisement	OTC- Contract Operations	Money		Account Receivable	FA.02
Advertisement	OTC- Government Payments	Money		Account Receivable	FA.02
Advertisement	OTC- Order Management	Money		Account Receivable	FA.02
Advertisement	Sales	Market Specialization		Sales	SM.07
Advertisement	MKT- Travel Expenses	Market Specialization		Others - S&M	SM.09
Contacts	Brand	Market Specialization		Product Marketing	SM.04

Contacts	Brand Management	Market Specialization		Product Marketing	SM.04
Contacts	Branding	Contacts		Branding	CM.04
Contacts	Client Contact	Contacts		Outsider Contact	CM.06
Contacts	Corporate Contact	Contacts		Corporate Contact	CM.01
Contacts	Corporate Contacts	Contacts		Corporate Contact	CM.01
Contacts	Client Engagement	Market Specialization		Sales	SM.07
Contacts	Outsider / Public Relations	Contacts		Outsider Contact	CM.06
Contacts	Outsider Contact	Contacts		Outsider Contact	CM.06
Contacts	Financial Contact	Contacts		Financial Contact	CM.02
Contacts	Government relations	Contacts		Outsider Contact	CM.06
Contacts	Industry relations	Contacts		Outsider Contact	CM.06
Contacts	Insider / Executive	Contacts		Insider Contact	CM.03
Contacts	Insider Contact	Contacts		Insider Contact	CM.03
Contacts	Insider Contacts	Contacts		Insider Contact	CM.03
Contacts	Investor Relations	Contacts		Outsider Contact	CM.06
Contacts	Issues Management	Contacts		Outsider Contact	CM.06
Contacts	Marketing Contact	Contacts		Branding	CM.04
Contacts	Media	Contacts		Outsider Contact	CM.06
Contacts	Public Affairs	Contacts		Outsider Contact	CM.06
Contacts	Public Relations	Contacts		Outsider Contact	CM.06
Contacts	DigQPal Marketing	Market Specialization		Marketing Contacts	SM.02
Contacts	Regional Comm (CH)	Contacts		Outsider Contact	CM.06
Contacts	Regional Contacts	Contacts		Outsider Contact	CM.06
Contacts and IR	Build investor relationships	Contacts		Outsider Contact	CM.06
Contacts and IR	Manage government and industry relationships s securQPy	Contacts		Outsider Contact	CM.06
Contacts and IR	Manage public relations program	Contacts		Outsider Contact	CM.06
Contacts and IR	Manage relations wQPh board of directors	Contacts		Outsider Contact	CM.06
Compliance	Compliance execution	Legal		Compliance	LE.03
Compliance	Compliance strategy and design	Legal		Compliance	LE.03

Controllership	Canada	Money		Controllership	FA.03
Corporate Plans	Recurring Studies and Analyses	Executive Leadership &		Corporate Strategy	
Corporate Plans	Special Studies and Analyses	Executive Leadership &		Corporate Strategy	
Corporate Plans	Strategy / Execution Reviews	Executive Leadership &		Corporate Strategy	
Corporate Remediation Group	Corporate Remediation Group	Executive Leadership & Admin		Corporate Strategy	
CredQP	[Country] Center	Money		Account Receivable	FA.02
CredQP	Business CredQP - Region	Money		Account Receivable	FA.02
CredQP	[Country] Center	Money		Account Receivable	FA.02
CredQP	Service Centre	Money		Account Receivable	FA.02
Client Service	Client Service	Market Specialization		Sales Support	SM.08
Client Service	[Country]	Market Specialization		Sales Support	
Client Service	Develop Client service strategy	Market Specialization		Sales Support	SM.08
Client Service	Measure and evaluate Client service operations metrics	Market Specialization		Sales Support	SM.08
Client Service	Plan and manage Client service operations	Market Specialization		Sales Support	SM.08
Client Support	C&PS Project Mgmt ([Name])	Market Specialization		Sales Support	SM.08
Client Support	C&PS Project Mgmt ([Name])	Market Specialization		Sales Support	SM.08
Client Support	C&PS Project Mgmt ([Name])	Market Specialization		Sales Support	SM.08
Client Support	C&PS Project Mgmt ([Name])	Market Specialization		Sales Support	SM.08
Client Support	Field Svc Eng ([Name])	Market Specialization		Sales Support	SM.08
Client Support	Field Svc Eng ([Name])	Market Specialization		Sales Support	SM.08
Client Support	Other ([Name])	Market Specialization		Sales Support	SM.08
Client Support	Other ([Name])	Market Specialization		Sales Support	SM.08
Client Support	Other ([Name])	Market Specialization		Sales Support	SM.08
Client Support	Other ([Name])	Market Specialization		Sales Support	SM.08
Client Support	Technological Support ([Name])	Market Specialization		Sales Support	SM.08
Client Support	Technological Support ([Name])	Market Specialization		Sales Support	SM.08
Client Support	Technological Support ([Name] [Name])	Market Specialization		Sales Support	SM.08
Client Support	Technological Support ([Name])	Market Specialization		Sales Support	SM.08
Client Support	Client Service ([Name])	Source Chain		Warehousing	SC.05
Client Support	Client Service ([Name])	Source Chain		Warehousing	SC.05

Client Support	Client Service ([Name] [Name])	Source Chain		Warehousing	SC.05
Client Support	Client Service ([Name])	Source Chain		Warehousing	SC.05
Data SecurQPy	Access & IdentQPy Management	QP		QP SecurQPy	QP.05
Data SecurQPy	Endpoint SecurQPy – Laptops/Desktops/Servers	QP		QP SecurQPy	QP.05
Data SecurQPy	General data securQPy	QP		QP SecurQPy	QP.05
Data SecurQPy	Logging – SecurQPy Incident & Event Management	QP		QP SecurQPy	QP.05
Data SecurQPy	Networks	QP		QP SecurQPy	QP.05
Dist Solutions	CAPA and Procedures	HR		Legal & Labor Relations	HR.04
Dist Solutions	Department Management	Executive Leadership & Admin		Others - GM	GM.01
Dist Solutions	Document Retention	QP		Data Center	QP.02
Dist Solutions	Licensing	Legal		IP	LE.02
Dist Solutions	Project Support	QP		Business Applications	QP.01
Dist Solutions	Time and Attendance	HR		Time & Attendance	HR.08
Dist Solutions	Training Coordination	HR		Talent Management	HR.07
Chunk	Cycle Counting	Source Chain		Warehousing	SC.05
Chunk	DEA - Hold all controlled retains	Source Chain		Warehousing	SC.05
Chunk	DEA - Replenishment	Source Chain		Warehousing	SC.05
Chunk	FG Order Fulfillment	Source Chain		Warehousing	SC.05
Chunk	FG Receiving	Source Chain		Warehousing	SC.05
Chunk	FG Receiving	Source Chain		Warehousing	SC.05