

IAND

Pilot information pack
Including pilot rate card & services | 2023

Transforming supplier relationships **at scale.**

The IAND cloud SRM platform helps companies build high performing supplier relationships with companies from 10 to 10,000 strong.

- 360° visibility on suppliers from risk to value.
- Manage full supplier relationships in one place.
- 10x savings from workflow automations.
- Maximise value from existing systems.
- Simple to use. SME friendly.





The IAND platform integrates data, systems and workflows making it easy to see the full picture of all your supplier relationships in one place.

Use cases include:

- Supply chain strategy
- Alliances & JVs
- Enterprise SRM
- Sub-consultant management



The platform that users **love**.

10x ROI

For every £1 spent on IAND, we deliver £10 in operational efficiency gains. Saving your teams' time.

Other benefits include:

- Visibility on compliance, risk & insurance.
- See SME, net zero & social value performance.
- Configuration tools. Platform works OOTB.
- Free for suppliers, rich supplier platform.
- Designed for users, rapid adoption.
- Business continuity, full audit history.

“

I find the IAND system remarkably simple and intuitive. Anybody can use it.



Aaron Taylor
Principal, Business
Development and
Education Leader
Stantec



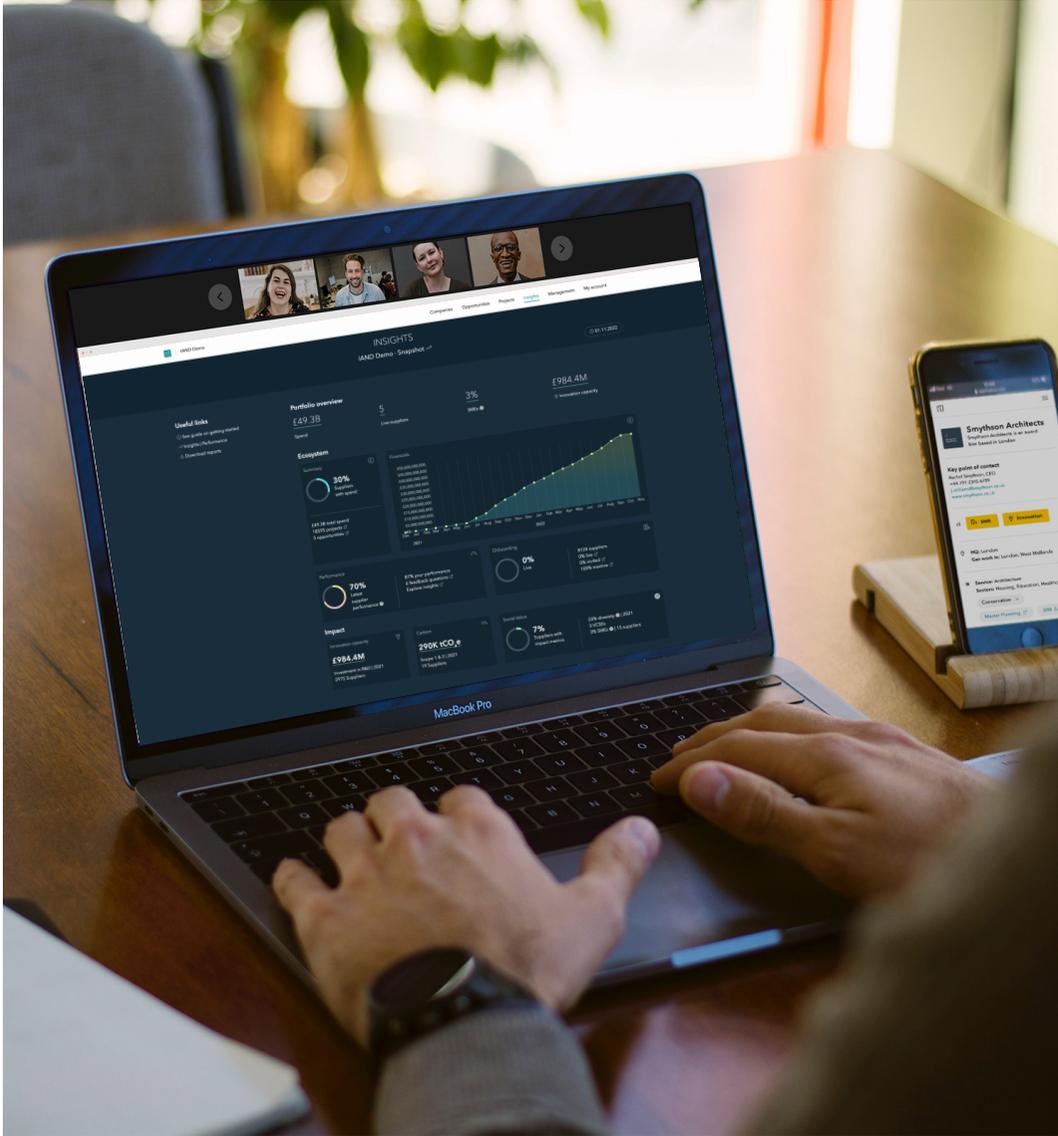
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Wellcome-Wolfson Institute for Experimental Medicine

Pilot rates | simple to get started

We recommend a 3-6 month pilot to see if IAND is right for you.

- Fixed term, fixed fee contract, no automated renewal.
- Access to all features from day 1.
- We do the set-up and help you get started.
- No need to onboard suppliers - you can still get rich insights on your suppliers, from SME stats to local spend and see what individual suppliers are working on.
- We will work with you to evidence benefits of the IAND digital SRM platform, including costs and programme for any potential roll out.

Service	Details
IAND platform & seats	<ul style="list-style-type: none"> ✔ Full access to all platform features ✔ 10 level A-D seats, up to 20 Level E seats ✔ Unlimited suppliers (Free for suppliers) ✔ Unlimited spend ✔ 1 data source <p>Rate: Pilot £1,965 p/m</p>
Managed service	<ul style="list-style-type: none"> ✔ A dedicated IAND account manager to work with you to support the pilot, including full support to setting up the platform with existing suppliers and project history. ✔ Supporting data imports, de-duplication and linking to Companies House ✔ Working with you to develop key success factors & business case. ✔ Support configuration of the platform & testing of features. ✔ Monthly account meetings to support the pilot programme including super user training sessions and requirements capture for platform features. <p>Rate: Pilot £1,785 p/m</p>
Total	<p>£3,750 per month + VAT Invoiced on contract signature for agreed period. 30 day terms. Note: Pilot rates are limited to a 6 month term.</p>



Standard pricing | scale cost with value delivered

MINI	PROJECT	CORE	CUSTOM POA
<p>£475</p> <hr/> <p>Features:</p> <ul style="list-style-type: none"> ✓ Full access to all platform features ✓ 10 level A-D seats ✓ Unlimited suppliers ✓ Free for suppliers ✓ Self service data management 	<p>£1,965</p> <hr/> <p>Features:</p> <ul style="list-style-type: none"> ✓ Full access to all platform features ✓ 10 level A-D seats, up to 20 Level E seats ✓ Unlimited suppliers ✓ Free for suppliers ✓ Self service data management 	<p>£3,930</p> <hr/> <p>Features:</p> <ul style="list-style-type: none"> ✓ Full access to all platform features ✓ 30 level A-D seats, up to 250 Level E seats ✓ Unlimited suppliers ✓ Free for suppliers ✓ Data management support ✓ Named account manager 	<hr/> <p>Features:</p> <ul style="list-style-type: none"> ✓ Full access to all platform features ✓ Unlimited seats ✓ Dedicated account team ✓ Custom data integrations ✓ Custom automations ✓ Custom support packages ✓ Custom reporting
<p>Restrictions:</p> <ul style="list-style-type: none"> • <£250K supplier spend p/a • 1 data source 	<p>Restrictions:</p> <ul style="list-style-type: none"> • <£2M supplier spend p/a • 1 data source 	<p>Restrictions:</p> <ul style="list-style-type: none"> • <£20M supplier spend p/a • 1 data source 	<p>Restrictions:</p> <ul style="list-style-type: none"> • Unlimited spend p/a • Multiple data sources

Additional services incl.

Support & training from £595/day
Tailored webinars and support are additional services priced at SFIA day rates.

Additional seats packages

Increase your number of seats at any time.

- Level A/B | bundle of 10 £390 p/m
- Level C | bundle of 10 £315 p/m
- Level D | bundle of 10 £235 p/m
- Level E | bundle of 10 £10.50 p/m

Technical services | integrations

One off integration set up charge for real time data from your systems. Cost by agreement.

Technical services | Automations

Increase value by automating key workflows including onboarding suppliers and scheduling performance reviews. Cost by agreement.

* Minimum term 12 months, billing in advance.

“ IAND meets all of our needs, yet is still a light and easy system to use. The data that IAND delivers has been a powerful enabler to drive performance.

Kevin Cory
Supply Chain Ecosystem Lead
ANGLIAN SPA



Alliance partners: 

Jacobs

FARRANS
A CRH COMPANY

Bentley
MMB MOTT MACDONALD
BENTLEY

COSTAIN

Features & info

Manchester

173 (62% LIVE)
COMPANIES

£4,560,345
TOTAL SPEND

£9,300,000
INNOVATION - ROI OUTCOMES

173 Companies

Smythson Architects
Award winning architectural firm based in London and Paris

SME Innovation

Feature summary

Management suite

- Customise portfolio to your own BMS requirements on compliance and performance
- User management incl. managing permission levels
- Data management tools - integrate and de-duplicate supplier records

Integrations & data management

- Auto-populate IAND with all companies and projects from your transaction data (procurement or spend)
- Connect to multiple ERPs and additional supplier systems containing social value, Carbon, Risk data to build rich supplier intelligence
- Companies house API
- IAND ESG API, including diversity, innovation and carbon data
- Location management

Audit & document management

- Automated audit trail on decisions
- Archive features
- Document storage and approval workflows

Reporting & supplier insights

- Portfolio snapshot on financial, risk SME, innovation and ESG metrics
- Onboarding and Compliance status
- Programmes & project contracts, including spend history
- Responsive performance report
- Download reports

Supplier sourcing & management

- Map based search & reporting
- Index based search & reporting
- Rich supplier profile (auto generated)
- Invitation management

Collaboration & relationship management

- 360° performance feedback
- Messaging incl. threads
- Set relationship levels
- Capture notes & risks

Task and workflow management

- Opportunities / mini tendering incl. notifications
- Opportunities / framework management
- Project contracts & approvals

Notifications

- Actions & reminders
- Risk notifications
- Updates

IAND academy for support

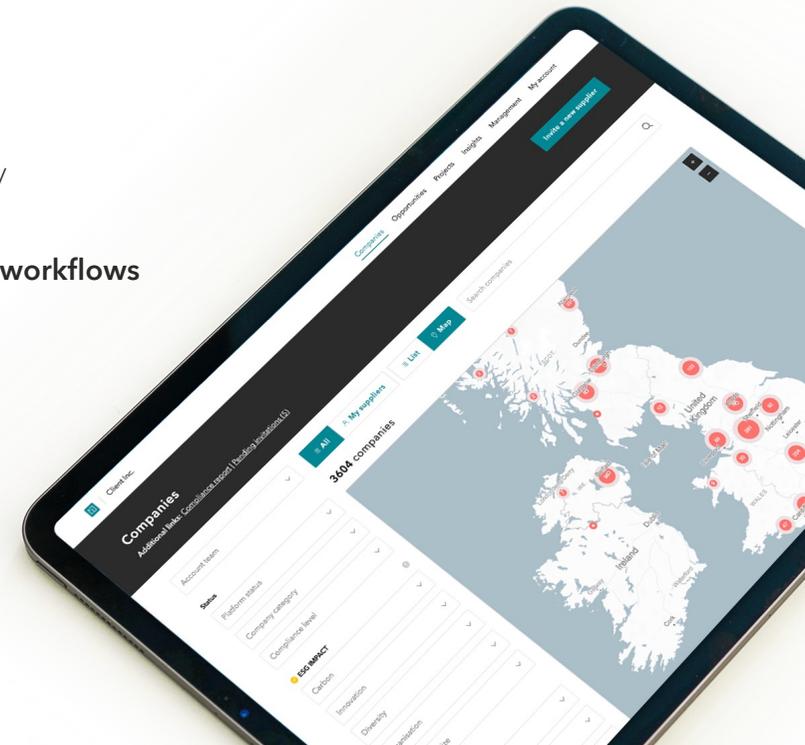
- Support guides & training materials
- Videos and tutorials for super users, general users and suppliers

Suppliers platform

- Free for suppliers
- Showcase skills & services
- Manage your team
- Manage multiple addresses / locations

Automations | configured workflows

- Compliance Automation
- Performance Automation
- Bulk Supplier Invitations



The SRM that
delivers both
efficiency
& impact.

“ IAND has resulted in a **step change** in the way we engage with and manage our supply chain relationships.

It allows us to develop our supply chain capability and to work more effectively with SMEs. With performance management metrics that demonstrate the quality of our relationships and to ensure that we are working effectively to meet our client's needs.

Gordon Bain MCIQB,
UK Head of Supply Chain Partnerships.
Faithful+Gould



IAND - winner of Best Supplier Relationship Management Initiative 2022 for our work Integrating ESG into supplier relationship management.

Security at the heart of IAND

We integrate security into all our business processes, from software development to our recruitment & staff training programmes.

GDPR

Our systems, processes and policies are fully compliant with GDPR.

As both a data processor and controller, IAND fully understands the requirements on our clients for the portability and security of the personal data we process on their behalf.

We provide the tools for you to be GDPR compliant with regards your staff and supplier data.

Cloud Security Policies

IAND complies with and implements the 14 Cloud Security Policies from NCSC.

Team | BPSS

We conduct screening compliant with UK law and the BPSS standard on all of our staff.

Team | Security Training

Our team have regular security awareness training with a certified provider (in association with NCSC).

Penetration testing

IAND adopts the CREST Infrastructure Security Framework, a rigorous annual assessment of IANDs platform for vulnerabilities.

Information assurance

IAND's physical infrastructure is hosted and managed within Amazon's secure data centres and utilises Amazon Web Service (AWS) technology. IAND uses the AWS centres in the UK and Ireland.

Amazon's data centre operations have been accredited under ISO27001, 27017, and 27018.

IAND is Cyber Essentials Plus accredited.

Uptime

We aim for and have achieved in excess of 99.99% availability with the exception of pre-planned and notified maintenance over the past 12 months.

Security

IAND uses HTTPS to protect sensitive data transmitted to and from app.iand.com. Client passwords are only stored in an encrypted form and so IAND staff have no access to these.

The AWS data centres have state-of-the-art physical security and access control systems.

As a requirement of employment, all IAND employees undergo pre-employment screening which include reference checks. All staff are trained in the importance of data security and regular update training takes place.

Business Continuity

We have developed our platform with robustness and scalability in mind from the outset. We have procedures in place to cope with outages of any elements of our system. We are notified of vulnerabilities through both internal and external assessments and apply appropriate patches and security fixes.

We maintain redundancy to prevent single points of failure including the use of multiple data centres from which we can restore the platform in the event of an outage.



Support

IAND Academy

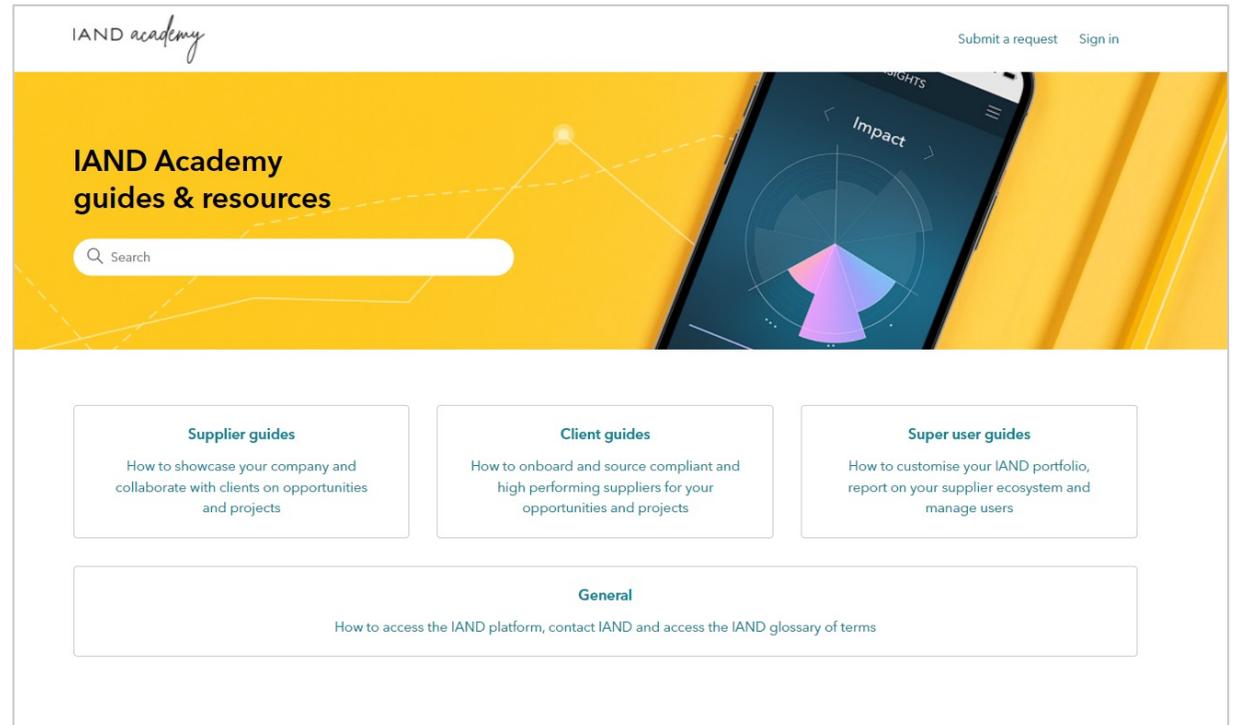
Online guides & resources
Training videos & packs
Custom training materials & 1:1 support

Support desk

UK based support
Monday to Friday 09:00 - 17:30

Chat iand.com/support
Email support@iand.com
Telephone 0203 886 0866

We aim for and have achieved in excess of 99.99% availability with the exception of pre-planned and notified maintenance over the past 12 months.



IAND

Integrated supplier intelligence.
Digital SRM platform | app.iand.com

 say hello

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