



# Digital Procurement at Solenis: A New Era of Collaboration

Supplier Risk Management Program Launch



# Section 1

## Supplier Risk Program Overview

# WHY?

## Risk Management Isn't Just a Procurement Problem



Solenis will be transitioning to a more structured & proactive risk management framework to identify, assess, and mitigate risks before they could disrupt our supply performances & reputation

### WHAT'S IN THERE FOR YOU ?

- Tools to improve your supply chain resilience
- Improve your Overall Performance
- Being considered for new business opportunities
- Continuous improvement supported by Solenis Subject Matter Experts

# New Solenis Supplier Risk Program empowered by

## New Solenis Supplier foundations

### Technology

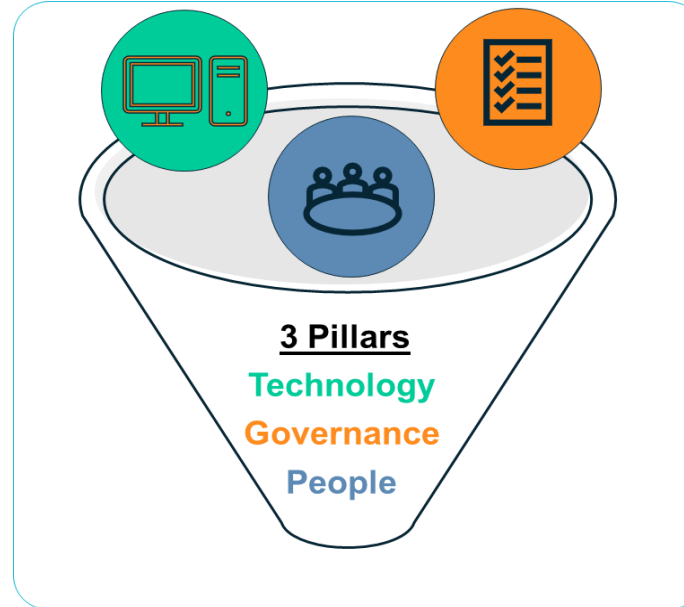


Technology scales and automates suppliers risk management processes, making them more efficient and data-driven.

### People



Risk management is about communication and collaboration with internal / external stakeholders to enhance culture of risk awareness and cross-functional collaboration.



### Governance



Governance provides the structure and accountability needed to manage risk consistently and effectively, strengthening the correlation between Supplier risks and Category strategy

## New Solenis Supplier Risk Program highlights

1

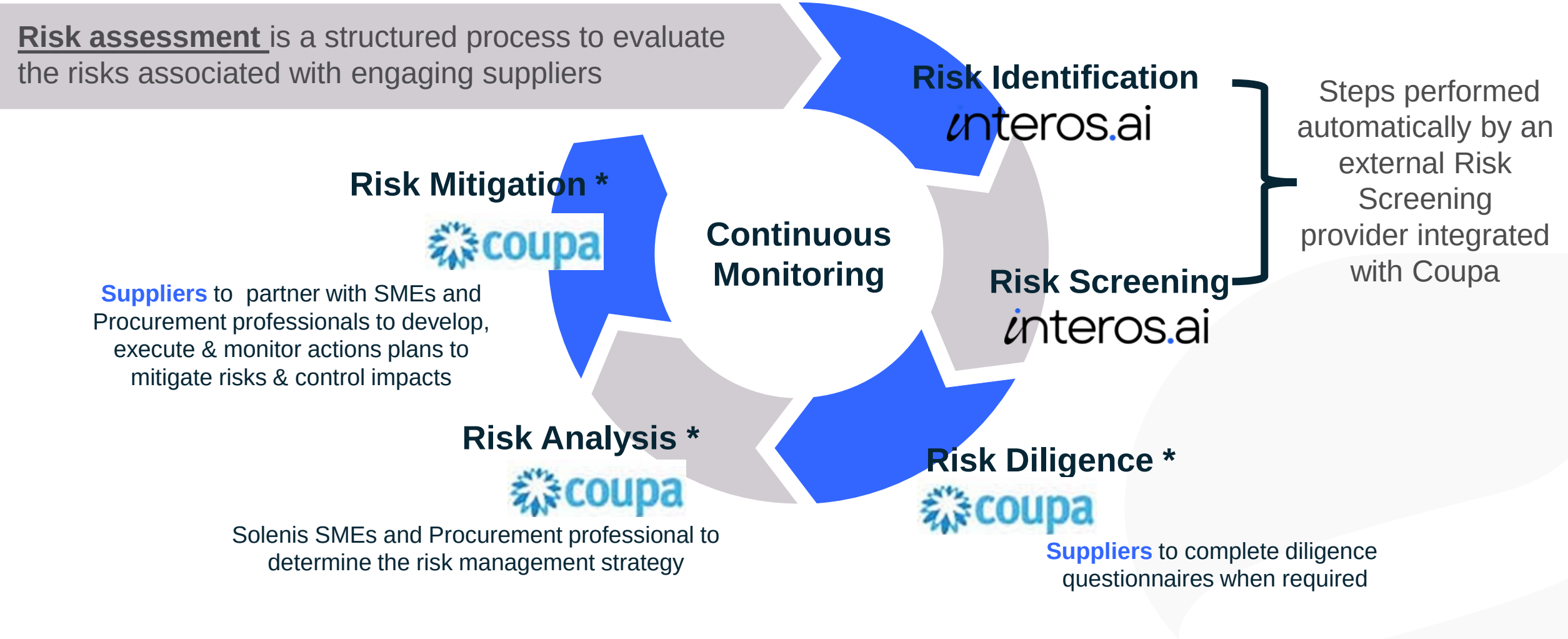
**Collaborative Supplier Risk Management Platform**  
Coupa

6

**Risk Domains in Scope**

ESG, Catastrophic, Geopolitical, Cyber, Restrictions, Financial

# How the Solenis Risk Assessment Process will impact you



\* Risk diligence, analysis and mitigation steps will be subject and dependent on the outcome of risk identification & scoring process, therefore might not be necessary

# Environmental, Health and Safety (EHS) Suppliers Diligence Process

## Suppliers in Scope

Contract manufacturers & Warehouses



## What To Expect

You'll be asked to fill in a risk-based EHS questionnaire to demonstrate Responsible Care and EHS performance alignment with recognized standards on top of supporting mitigation plans where required

## Why We Do It

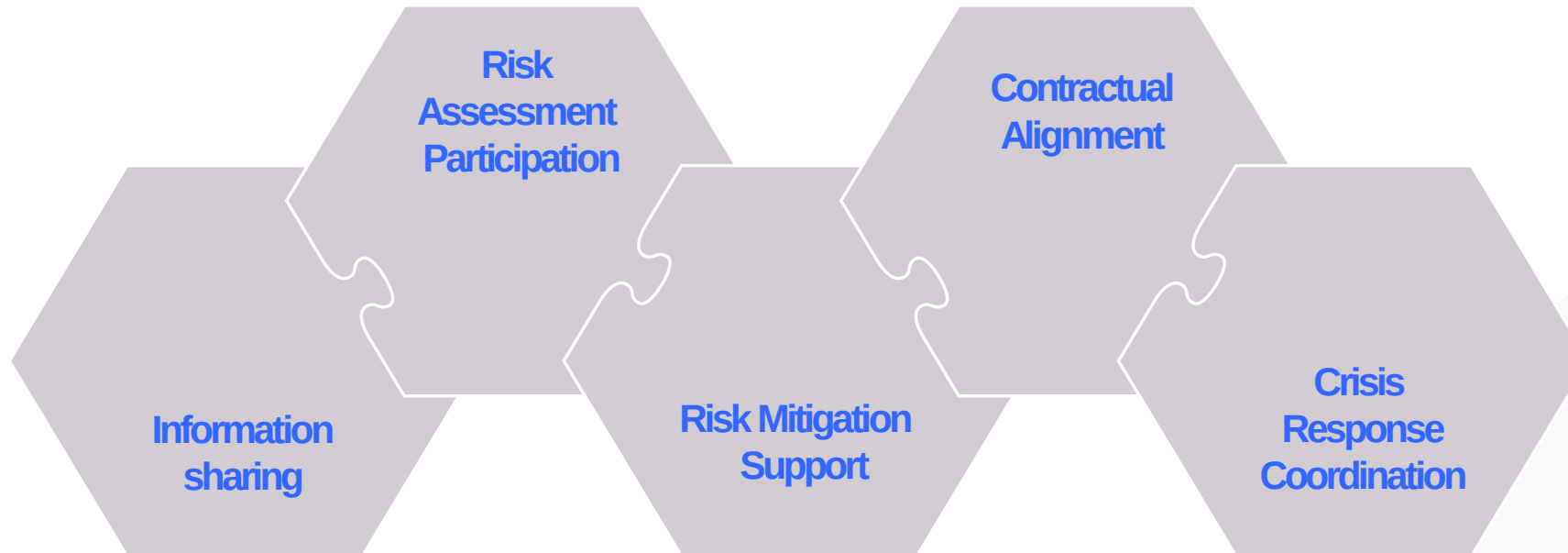
To ensure our contract manufacturers and warehouse partners support Solenis' commitment to health, safety and environmental performance, in line with Responsible Care® and RC14001

## Solenis Commitment to EHS

Solenis is certified to RC14001, ISO 14001 and ISO 45001

# What successful partnership in risk management is about

## COLLABORATION & ENGAGEMENT



## OPEN & HONEST COMMUNICATION



During the award of new business opportunities, Solenis reserves the right to privilege low risk suppliers and suppliers actively engaged in mitigating existing risks

## Section 2

# How to Navigate Coupa Risk Module



# Risk diligence : How the process starts

## Sample email for Suppliers : Questionnaire evaluation request

Coupa Risk Assess: Evaluation Ready Notice



Solenis Supplier Risk Program Management Team <noreply@solenis-test.risk-mail.coupausercontent.com>



### Evaluation Ready Notice

Dear Valuable Supplier

As part of Solenis Suppliers' risk management program, we are initiating a Risk-Trade Compliance Program [Val 1 1672025] - Onetime - Period Start 17 Jul 25 due diligence review for all our key suppliers. This process is essential to ensure that our partners maintain appropriate standards and work accordingly to Solenis expectations.

We kindly request your cooperation in completing this review.

Solenis acknowledges the importance of maintaining the confidentiality of Supplier's client and partner relationships. Solenis shall treat all supply chain information disclosed as confidential and used solely for the purposes reported above and, in particular to ensure compliance with regulations (including relevant laws on supply chain due diligence), maintain quality standards and align with Solenis' sustainability goals.

We would appreciate your response within 10 business days to ensure timely completion of our review. If you have questions regarding the questionnaire please reach out to: [supplierrisk@solenis.com](mailto:supplierrisk@solenis.com)

Thank you for your cooperation and continued partnership.

Best regards,

Solenis Supplier Risk Management Team

Click [R.Portail](#) to log in

### What to do after this webinar

- Check with IT to avoid sender to be spammed

### What to do when you receive a similar email

- Ensure to prioritize it
- Click **on the link** at the bottom of email to access the questionnaire
- Complete the questionnaire within 10 business days

There are different types of questionnaires

Risk Based approach to diligences

ESG diligence performed yearly for strategic suppliers only



# Risk diligence

## What to expect \_ How questionnaires look like

Evaluation

Risk-EHSS Contract Manufacturer [Val 1 1672025] - Onetime - Period Start 18 Jul 25

RecalcSaveCancelSubmit

Solenis

General Information

| Item # | Description                                                                                                                                         | Score | N/A                      | Actions |
|--------|-----------------------------------------------------------------------------------------------------------------------------------------------------|-------|--------------------------|---------|
| 1.1    | Is your company a member of a trade or other organization(s)?                                                                                       | -- ▾  | <input type="checkbox"/> | 0       |
| 1.2    | Is there a documented organizational chart showing departmental responsibilities, including technical, engineering, EHS, product stewardship, etc.? | -- ▾  | <input type="checkbox"/> | 0       |
| 1.3    | Does the company have an engineering staff that supports the facility?                                                                              | -- ▾  | <input type="checkbox"/> | 0       |
| 1.4    | Does the facility have personnel or services in place whose duties include reliability engineering responsibilities?                                | -- ▾  | <input type="checkbox"/> | 0       |
| 1.5    | What is the number of operations employees on-site?                                                                                                 |       |                          | 0       |

### Type of questions you'll encounter :

- Yes / No
- Dropdown
- Text
- Attachment

### What happen once you'll complete the questionnaire :

- Coupa will rate your questionnaire

| Range of Final Score |   | Final Rating Description |                |
|----------------------|---|--------------------------|----------------|
| 70.01                | * | - 100.00                 | Low Risk *     |
| 55.01                | * | - 70.00                  | Medium Risk *  |
| 20.01                | * | - 55.00                  | High Risk *    |
| 0                    | * | - 20.00                  | Extreme Risk * |



Questions marked with “ \* “ are mandatory

You can delegate the questionnaire by forwarding mails received internally

- Subject Matter Experts or Procurement Professional will review your questionnaire, and they will :
  - Approve it or
  - Reject it

# Risk Diligence

## What if your questionnaire is rejected by the approver

### Coupa Risk Assess: Evaluation Status Changed



Solenis Supplier Risk Program Management Team <noreply@solenis-test.risk-mail.coupahost.com>

To Valeria Venturelli

Retention Policy 3 Month Delete - Root Folders Everything (90 days)

Expires 10/16/2025

This sender noreply@solenis-test.risk-mail.coupahost.com is from outside your organization



### Evaluation Status Changed

The status for your evaluation named **Risk-N-tiering Risk Control [Val 1 1672025] - Onetime - Period Start 16 Jul 25** has been changed to un-submitted. You can log in and make any required updates now, using the link below.

Click [R.Portal](#) to log in

Coupa Risk Assess - Disclaimer

### What to do when you receive a similar email

- Ensure to prioritize it
- Click **on the link** at the bottom of email to access the questionnaire again
- Review the comment from the approver and make the necessary changes
- Submit the questionnaire again



Questionnaires' rejection is not about the answers provided, but it's about the quality of the attachment or commentary provided

# Risk Mitigation

## Sample email for Suppliers : Action Plan evaluation request

### Coupa Risk Assess: Action Plan Assigned - For Your Action



Solenis Supplier Risk Program Management Team <noreply@solenis-test.risk-mail.coupahost.com>

To Valeria Venturelli



#### Action Plan Assigned - For Your Action

Action Plan Item **Monitor Supplier Due to Recordable Injuries** which is part of the **Risk-EHSS Contract Manufacturer [UAT 2 - 1 EHSS] - Onetime - Period Start 22 Jul 25**-Action Plan collection has been assigned to you.

**ACTION REQUIRED:** Action Plan Item **Monitor Supplier Due to Recordable Injuries** which is part of the **Risk-EHSS Contract Manufacturer [UAT 2 - 1 EHSS] - Onetime - Period Start 22 Jul 25**-Action Plan collection has been assigned to **Venturelli, Valeria**.

Action Required: **Follow up with the supplier in one year to review their safety performance, with a focus on any new recordable injuries and improvements made since the last assessment.**

Additional Information:

Client: **Solenis Test**  
Assigned To Entity: **UAT 2 - 1 EHSS**  
Client Owner: **Sunesson, Christer**  
Assigned To: **Venturelli, Valeria**  
Approver: **Sunesson, Christer**  
Due Date: **31 July 2025**

Click [Link](#) to log in.

#### What to do when you receive a similar email

- Ensure to prioritize it
- Click **on the link** at the bottom of email to access the action plan
- Review the ask
- Submit via Coupa the information / attachment requested

# Risk Mitigation

## How to fill the action plan

### Action Plan Item

Risk-EHSS Contract Manufacturer [UAT 2 - 1 EHSS] - Onetime - Period Start 22 Jul 25 - Evaluation Line Item

Close Edit

Solenis - Financial - Monitor Supplier Due to Recordable Injuries

|                          |                                                                                                                                                                                                                                 |               |            |
|--------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------|------------|
| Initiator:               | Sunesson, Christer                                                                                                                                                                                                              | Status:       | In Process |
| Assigned To:             | Venturelli, Valeria                                                                                                                                                                                                             | Priority:     | High       |
| Assignment:              | Internal                                                                                                                                                                                                                        | Due Date:     | 7/31/2025  |
| Approver:                | Sunesson, Christer                                                                                                                                                                                                              | Organization: | Solenis    |
| Action Plan:             | Risk-EHSS Contract Manufacturer [UAT 2 - 1 EHSS] - Onetime - Period Start 22 Jul 25-Action Plan                                                                                                                                 |               |            |
| Category:                | Financial                                                                                                                                                                                                                       |               |            |
| Action Item:             | Monitor Supplier Due to Recordable Injuries                                                                                                                                                                                     |               |            |
| Action Item Description: | The supplier has had two recordable injuries in the past three years. This raises concerns about their safety performance. We should monitor them closely and consider follow-up to ensure proper safety controls are in place. |               |            |
| Action Required/Request: | Follow up with the supplier in one year to review their safety performance, with a focus on any new recordable injuries and improvements made since the last assessment.                                                        |               |            |
| Action Taken/Response:   | (No actions specified.)                                                                                                                                                                                                         |               |            |

Add Notes

| Name           | Description | Created Date |
|----------------|-------------|--------------|
| Add Attachment |             |              |

1. Review the ask
2. Click on **Add notes** , add your notes then **Save**

Notes

We have already started a process to train employees about safety , providing them also PPE and other tools

Save Close

3. Click on **Add Attachments**, add them then **Save**

Attachments

Document Title (defaults to filename)

Select files...

Save Close

# Risk Mitigation

## What's happened after submitting your action plan

You notes and attachments will be reviewed by Category Leader or SME who will determine next steps.

- If they **reject your action plan**, you'll receive a notification via email where you'll be asked to provide additional notes or attachments
- If they **approve your action plan**, the risk assessment process ends

# Takeaways

-  **Risk Management as strategic imperative for both suppliers and Solenis procurement organization**  
Solenis will launch a new risk management program empowered by our Procurement technology partner Coupa
-  **Solenis risk program is free for charge for suppliers**  
No fees will be requested by Coupa to enroll the program
-  **Risk Management will become a key indicator for new business award**  
Solenis will reserve the right to privilege low risk suppliers and suppliers actively engaged in mitigating existing risks
-  **Suppliers' diligence and mitigation actions will be triggered upon risk identification**  
You'll get notified directly by Coupa when you need to get engaged in risk assessment process
-  **Suppliers Engagement is key**  
Solenis can build a more resilient and sustainable supply only by leveraging participation of its suppliers .

# Contact Information



## **You have more questions ?**

For any inquiries regarding the program or process or any technical challenges during questionnaires fill in or action plans management , please contact us at [Supplierrisk@solenis.com](mailto:Supplierrisk@solenis.com).



# Thank you!