ECCMA | Where the implementation of international data standards accelerates access to authoritative, trustworthy data, fueling **supply chain innovation worldwide**

Supply Chain 2.0

- **Flexible**
- **Resilient**
- **Sustainable**
- Minimal waste
- **Zero fraud**

KNOW YOUR SUPPLIER
ECCMA
VERIFIED
ISO 25500

Know Your Supplier
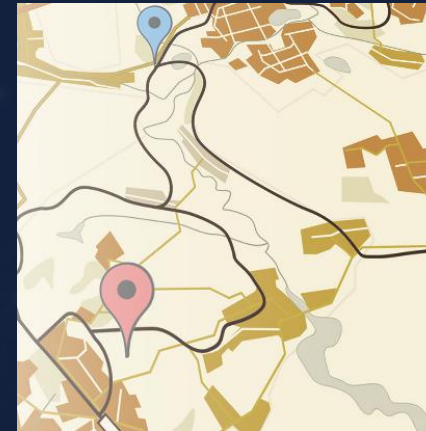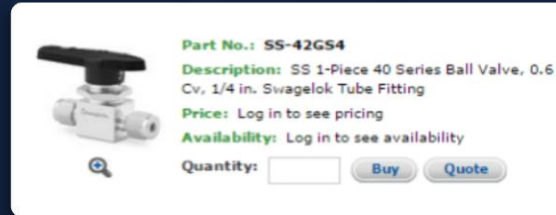
A case study

April 2025

STANDARDS ARE THE FOUNDATION OF THE
INDUSTRIAL INTERNET

Product sourcing • Requisitions • Procurement • Cataloging • Inventory • Multi-language • Multi-system

COMPANY IDENTITY

Standard for International Business Registration Number
ISO 8000-116

PRODUCT or SERVICE

Standard for Product Specifications - ISO 8000-114

Standard for International Part Numbers - ISO 8000-115

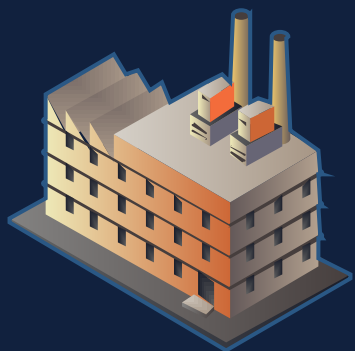**GLOBAL LOCATION**

Standard for Locations
ISO 8000-118

DATE/TIME

Standard for Dates/Times
ISO 8601

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STANDARDS ARE THE FOUNDATION OF THE
INDUSTRIAL INTERNET

Product sourcing • Requisitions • Procurement • Cataloging • Inventory • Multi-language • Multi-system

ECCMA Know Your Supplier applies international data standards to supplier or corporate customer data

Supply Chain 2.0 is

- Flexible
- Resilient
- Sustainable
- Minimal waste
- Zero fraud

COMPANY IDENTITY

Standard for International Business Registration Number
ISO 8000-116 with
Data Verification
ISO 25500

Case study: Know Your Supplier used to positively identify suppliers

Fortune 500 company | Glass, Ceramics & Concrete Manufacturing

Goal : Supplier optimization to cut cost, reduce risk and leverage relationships

Task

Validate consolidated supplier master data for 24,245 supplier records covering 81 countries

Researched the ISO 8000-116 formatted International Business Registration Number (IBRN) plus legal name and date of origin from the relevant government business register*

(* authoritative data that ECCMA verifies for its members with government business registers in the majority of the world's countries, representing 97% of world GDP)

Results

- 17,111 supplier records (71%[†]) were independently validated in 33 countries

- 7,134 supplier records (29%) could not be independently validated and the supplier asked for more information *(who are you? what is your legal name and where were you incorporated?)*

[†]*Today*
100% of the company's suppliers are identified
(no duplicate supplier records)

Case study: Know Your Supplier used to positively identify suppliers

Outcome

Of the 17,111 validated supplier records 7,060 (41%) were duplicate records!

IBRNs researched			**24,245**	**100%**
IBRNs verified			17,111	71%
Further information required from vendor to validate legal entity			7,134	**29%**
Verified IBRNs			**17,111**	**100%**
Verified International Business Registrations			**10,051**	**59%**
Duplicate records linked to master Legal Entity Identifier records			7,060	41%

Case study: Know Your Supplier used to positively identify suppliers

Action ! 41% of matched supplier records were duplicate records

That's a solid basis for a supplier optimization plan

Unambigously identify suppliers

- Are we buying the **same item** from the **same supplier** at different prices?
  - If you have a centralized procurement team the answer is "probably"

Identify supplier relationships

- Are we buying the **same item** from members of a **group** at different prices? One company may own several others (common with brands)
  - If you have a centralized procurement team the answer is "yes"
  - If you have more than one procurement team the answer is "absolutely"

Supplier optimization

- Could we buy the same item from **different suppliers at a better price**?
  - Total Cost, Risk, Ability to provide ISO 8000 quality data

Suppliers

Situation

Technology: No MDM tool, many IT applications

Process: Completely decentralized processes

People: Many partial FTEs (no SMEs)

Data: Many instances of same supplier, incomplete

What we learned

- Huge enabler for agile supply chain performance
- Get control of supplier add process
- ISO 8000-116 – ALEI validates & ID's duplicates
- More uses for golden record than initially thought
- Need a good MDM tool