

Here's a structured list of the questions in a more shareable, organized format, grouped by relevant categories:

## **1. Company Information**

- What is your company name?
- What is your company's website?
- Who is the key contact person with contact details for this challenge?

## **2. Solution Overview**

- Describe your solution, product, service, or platform.
- Describe your unique selling points (USPs).
- Could you provide us with the key functionalities that your solution could deliver?
- Describe how your solution fits the aforementioned challenge.

## **3. Success Stories & Motivation**

- Describe related success stories of your solution with other customers, ideally industry and/or challenge-specific. Do these include global corporates? (Provide examples of countries, languages, ERP systems, and users covered).
- Describe your motivation for applying to this challenge.

## **4. Partnership & Commercials**

- Describe the kind of partnership you would ideally envision.
- What type of commercial models do you offer?

## **5. Technology & Innovation**

- Describe the applied technology of your solution.
- Please specify if and how you apply the following technologies: AI, ML, Blockchain, or RPA.
- What does your innovation roadmap look like for future solution enhancements, and what is the expected time horizon for these?

## **6. Key Functionalities**

- UX: How does your solution feature a highly intuitive UX that is seamlessly integrated with Single-Sign-On (SSO), simplifying secure user access?
- Prepopulation: Does your solution allow for supplier data/information sharing across their client base (after approval)?
- Visualization: How does your solution offer visualization capabilities, dashboarding, and reporting functionalities to enable comprehensive data analysis on multiple levels (country, site, supplier, product, plant)?
- Notifications: Does your solution support the different stakeholders with (automatically) triggered notifications?
- Training: Does your solution provide any embedded training materials, and could Philips add their own to educate users?
- Languages: Which languages does your solution support? (Mandatory: English & Mandarin, Optional: Spanish, French, Portuguese, Japanese, South Korean & Indonesian).

- Report & Summary: Does your solution enable Philips and its suppliers to export and publicly present their ESG performance in a standardized and summarized manner?
- Workflow flexibility: How does your solution provide flexibility for configuring multiple roles and workflows?

## 7. Adaptability & Compliance

- Adaptability: How does your solution adapt to changes in insights, standards, and legislation (global, regional, and local)? Is it aligned with European requirements like CSRD/SFDR/CSDDD?
- Tracking: How does your solution enable tracking of past and future ESG-scores and progress tracking?

## 8. Integration & API

- Does your solution offer API capabilities that enable integration with internal and external tools, including ERPs, for interoperability? Please provide examples like Philips internal AI tool, GEP, RBA, RMI, CDP, SBTi, and BOMcheck.

## 9. Data Management & Security

- Data sources: What data collection methods does your solution allow (surveys, scraping, API, manual enrichment, uploading evidence files, etc.)?
- Data security: How does your solution comply with Security and Data Protection Laws (e.g., GDPR)?
- Data normalization: How does your solution allow suppliers to submit ESG data in their preferred format while normalizing it for reporting?
- Auditability: Does your solution track and log historic data and provide an audit trail for data and user activity?

## 10. Advanced Functionalities

- Actionable insights: How does your solution enable insights to translate into roadmaps with clear actions?
- Collaboration: How does your solution facilitate supplier/ecosystem collaboration on improvement initiatives?
- Campaigns: Does your solution allow for specific campaigns/custom surveys? (e.g., campaigns on deforestation impact).
- Forecasting: How does your solution include forecasting functionalities? (e.g., carbon footprint, long-term sustainability roadmap, environmental and human rights strategies).
- Risk Intelligence: How does your solution incorporate ESG risk intelligence based on public data on country, industry, and material risks?
- ESG Data Coverage: To what extent does your solution provide comprehensive ESG data across global, regional, and local contexts?

## 11. Business & Financial Information

- What is your financial situation (pre-revenue, revenue, other)?
- How are you currently funded?
- Who are your top 3 competitors?

- Do you have relevant online information summarizing your solution? (Please share URL)

## **12. Technical Infrastructure**

- Where are your servers located?
- Can you share a demo video of your solution?

## **13. Efficiency & Effectiveness**

- What is the typical efficiency and effectiveness improvement seen in global corporates after implementing your solution? If unavailable, what would be a realistic business case?

## **14. References & Collaborations**

- Please provide names of 3 global corporates where your solution has been implemented or is currently being implemented.
- Do you need collaboration partners for a full scope solution as required by Philips? If so, who and why?