

The background of the entire image is a blue-tinted night view of a city skyline. In the foreground, several high-voltage power lines and their lattice towers are silhouetted against the city lights. The towers are complex structures with multiple cross-arms. The city lights are a mix of white and yellow, with some buildings having distinct patterns of illumination. The overall mood is industrial and modern.

Leading Utility Provider
**Drives Significant
Cost Savings by choosing
Avetta over ISN**

Overview

Gaining complete visibility of the supplier network requires accurate prequalification of all suppliers. Avetta's comprehensive supplier prequalification solution classifies suppliers based on the type and service they offer, so that companies can accurately gauge supplier information and risk accordingly.

With Avetta's supplier prequalification solution companies can not only ensure that they have a resilient supplier network but also keep the administrative costs of managing suppliers under control.

The following is a classic case of how the leading utility provider witnessed significant cost savings by partnering with Avetta over ISN for a supplier prequalification solution.



Here's a Quick Snapshot of Avetta's Supplier Pricing Breakdown

Subscription Fee for Suppliers only connected to the Client.

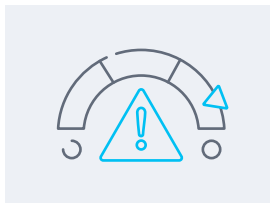
Number of Connections	Profiles (Essentials)	Moderate Risk (Advantage)	High Risk (Premier)
Client	\$299 USD	\$720 USD	\$1200 USD

Consortium Pricing Model

Supplier Fees are for Client's single connections, if a Supplier connects to multiple Avetta customers, then Consortium Pricing Fees applies

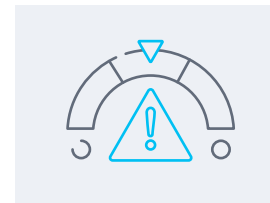
High Risk (Premier) Suppliers

Average **\$480**
per connection



Moderate Risk (Advantage) Suppliers

Average **\$180**
per connection



Unlike Avetta, ISN's subscription fees are based on company size

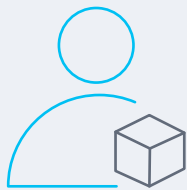
Company Size	ISN Subscription Cost	Set up Fee	Total Cost per Supplier	Number of Client Suppliers	Total Cost
1 to 4	\$825	\$135	\$960	123	\$118,080
5 to 9	\$1,095	\$165	\$1,260	98	\$123,480
10 to 19	\$1,900	\$275	\$2,175	103	\$224,025
20 to 24	\$2,450	\$350	\$2,800	67	\$187,600
25 to 49	\$3,675	\$500	\$4,175	112	\$467,600
50 to 99	\$4,175	\$600	\$4,775	156	\$744,900
100 to 249	\$6,100	\$875	\$6,975	127	\$885,825
250 to 499	\$8,800	\$975	\$9,775	87	\$850,425
500 to 999	\$12,900	\$1,350	\$14,250	48	\$684,000
1,000 to 2,499	\$19,650	\$1,625	\$21,275	71	\$1,510,525
above 2,500	\$24,250	\$2,300	\$26,550	21	\$557,550

Supplier Prequalification Cost Analysis: Avetta vs ISN

With Avetta and ISN operating on different supplier pricing structures, it is difficult to illustrate a direct comparison amongst pricing between the two platforms on a high level. However, below is a different cost analysis for direct comparisons.

The utility client's supplier list:

1013 total suppliers



198
suppliers only
connected to client
in Avetta

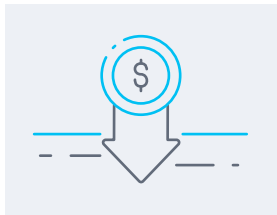


815
suppliers have more
than 6 connections
in Avetta

Supplier Cost Analysis Test – 20%

Completing a cost analysis based upon the same singular connection rate allowed for an easier comparison amongst supplier pricing rates. Currently, 20% of Avetta Utility Client’s Suppliers are only using Avetta for Avetta Utility Client. Avetta anticipates that 20% of Avetta Utility Client’s Suppliers will be signing up to ISN for the first time. Utilizing these numbers shows the following:

Avetta Cost Analysis – 20%



198 Suppliers connected only to Avetta Utility Client pay an average of **\$670**

TOTAL = \$670 x 198 = \$132,660

ISN Cost Analysis – 20%



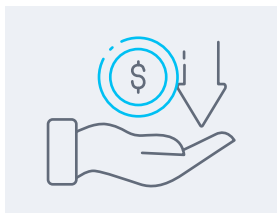
198 Suppliers connected only to ISN Utility Client pay an average of **\$3500**

TOTAL = \$3500 x 198 = \$693,000

Supplier Cost Analysis Test – ALL COSTS

Reviewing from a Total Numbers perspective accounting for all Suppliers regardless of Avetta Utility Client

Avetta Cost Analysis – ALL COSTS



Average Avetta Supplier Cost **\$1378**

TOTAL
1013 Suppliers x \$1378 = \$1,395,914

ISN Cost Analysis – ALL COSTS



Average ISN Supplier Cost **\$3500**

TOTAL
1013 Suppliers x \$3500 = \$3,545,500

The numbers are evident that the utility client saved more with their supplier pricing. Avetta's supplier prequalification service portfolio is multi-tiered allowing suppliers to gain maximum ROI from the investments they make.



Member

Allows suppliers to provide basic prequalification information.



Essentials

Includes all the Member features + insurance tasks management and verification.



Advantage

Includes all the Essentials features + annual verification + configurable prequalifications.



Premier

Unlocks all the Avetta capabilities including a comprehensive supplier auditing safety manual assessment service.

About Avetta



Avetta®

The Avetta SaaS platform helps clients manage supply chain risk, and their suppliers, to become more qualified for jobs. For the hiring clients in our network, we offer the world's largest supply chain risk management network to manage supplier safety, sustainability, worker competency and performance. We perform contractor prequalification and worker competency management across major industries, all over the globe, including construction, energy, facilities, high tech, manufacturing, mining and telecom.

For suppliers in our network, our audit and verification services help lower their safety incidents rate by 29%. As a result, more than one-third of members find additional job opportunities within the first year of joining. In addition, our suppliers receive privileged access to the Avetta Marketplace, where dozens of partners offer special discounts for business services like insurance and work gear. Avetta serves more than 500 enterprise companies and 125,000 suppliers across 120+ countries.