



*SAI Global*

*Under the Bonnet*

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*28<sup>th</sup> January 2016*

A photograph of two men in a factory or industrial setting. The man on the left is wearing a dark suit jacket over a red shirt and dark trousers. The man on the right is wearing a high-visibility yellow safety vest over a blue t-shirt and blue jeans. They are both looking down at a document held by the man in the suit. The background shows industrial machinery and a clean, well-lit environment.

*Knowledge Portfolio*

*It all starts with a Standard*

# What is a Standard?

SAFETY

RELIABILITY

PERFORMANCE

*“Standards are published documents setting out specifications and procedures designed to ensure products, services and systems are safe, reliable and consistently perform the way they were intended to. They establish a common language which defines quality and safety criteria.”*

Standards Australia

INTERNATIONAL

REGIONAL

NATIONAL

# Who Makes Them?



# *What are the Benefits of Standards?*

## **ECONOMIC**

Standards harmonise technical specifications, enabling collaboration, innovation, and integration of products and services

## **TECHNICAL**

Standards drive economic growth by boosting business efficiency, encouraging innovation and reducing trade barriers

## **SOCIAL**

Consumers can be confident that products certified to standards reach certain quality benchmarks, that they are effective, sustainable and above all, safe.

# *The Economic Contribution of Standards*

**GLOBAL**

**80%**

GLOBAL COMMODITIES TRADE

**NATIONAL**

**1%**

NZ: GROWTH IN ANNUAL ECONOMY-WIDE GDP

**0.2%**

AU: PRODUCTIVITY ACROSS ECONOMY

**0.8%**

FR: ECONOMIC GROWTH

**13%**

UK: GROWTH IN LABOUR PRODUCTIVITY

**SECTOR**

**\$100m**

AU: BENEFIT TO MINING SECTOR

# How are Standards Developed?

NET BENEFIT

Standards Development – SG-004: Roles and Responsibilities in Standardisation  
Please ensure this is the correct version before use  
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STANDARDISATION GUIDE  
ROLES AND RESPONSIBILITIES

STANDARDISATION GUIDE 005  
TECHNICAL GOVERNANCE AND ADVISORY STRUCTURES FOR THE STANDARDS DEVELOPMENT PROCESS

STANDARDISATION GUIDE 006  
RULES FOR THE STRUCTURE AND DRAFTING OF AUSTRALIAN STANDARDS

BSI Standards Publication  
A standard for standards – Principles of standardization  
BS 0:2011

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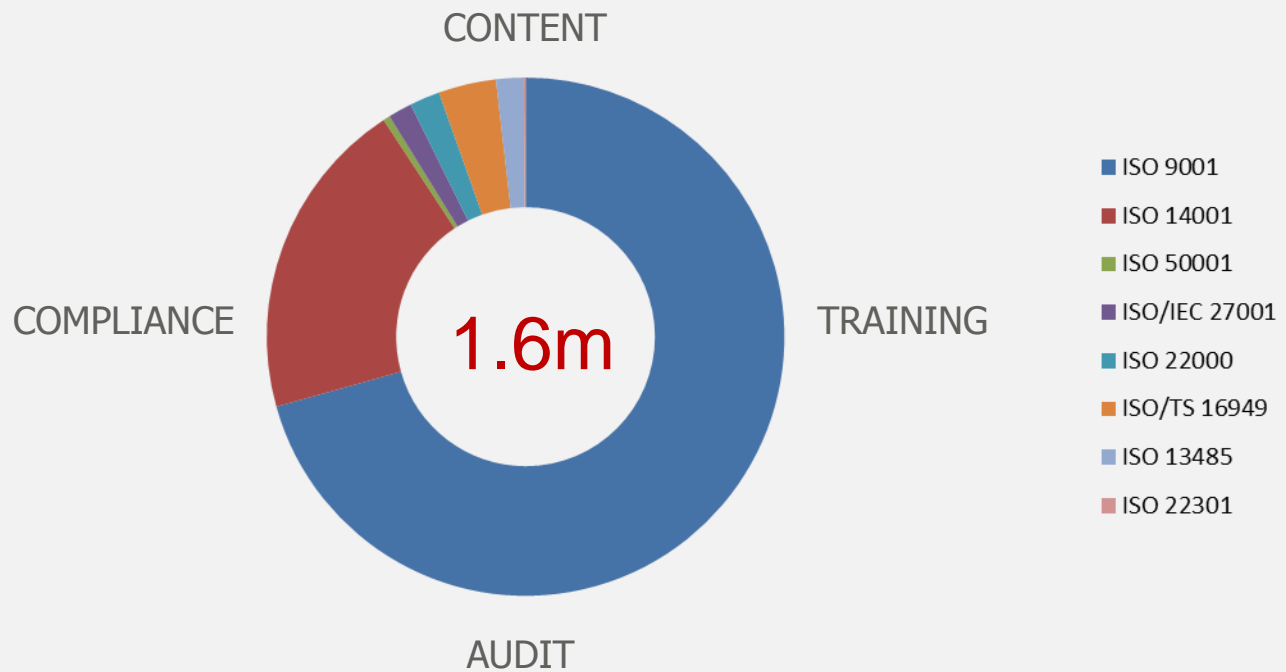
Document Owner: Page 1 of 62  
General Manager, Standards Development

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raising standards worldwide™

**BSI**

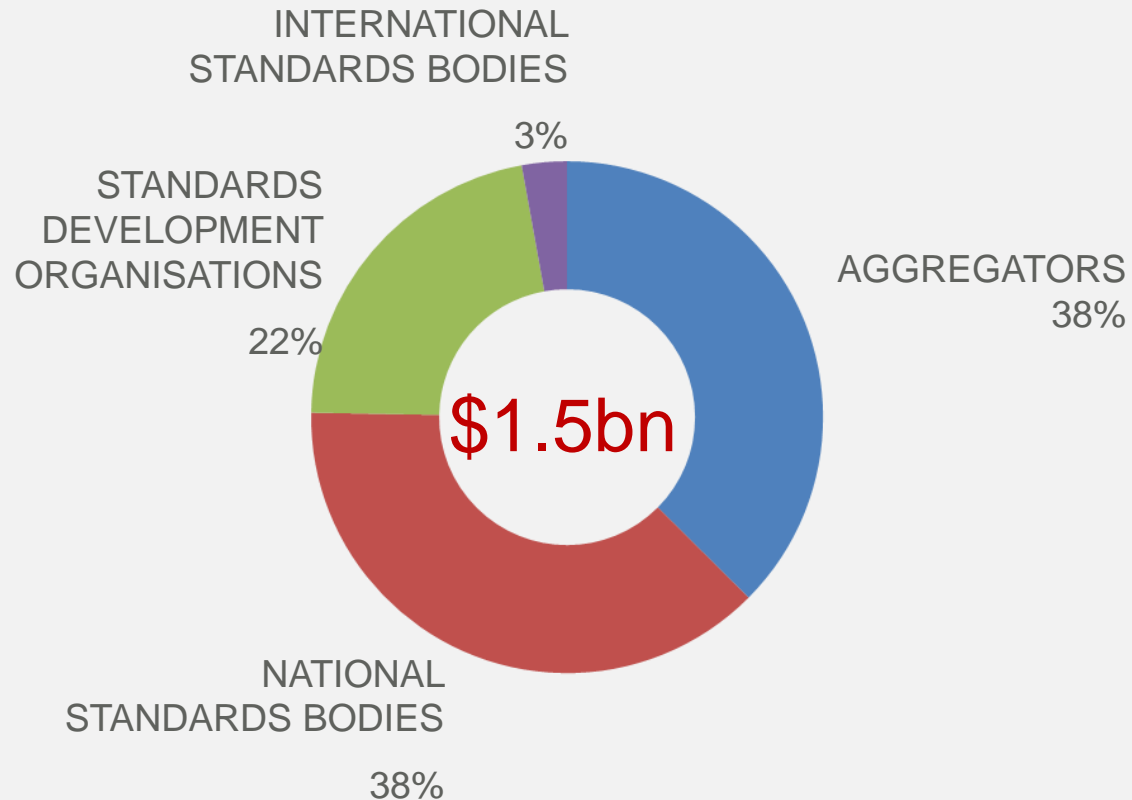
# The Application of Standards



QUALITY MANAGEMENT CERTIFICATION EVENTS 2014



# The Standards Information Market



A photograph of two men in a factory or industrial setting. The man on the left is wearing a dark suit jacket over a red shirt and is looking at a document. The man on the right is wearing a yellow high-visibility safety vest over a blue shirt and jeans, also looking at a document. They appear to be in a collaborative discussion. The background shows industrial machinery and a clean, well-lit environment.

*Knowledge Portfolio*

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*Portfolio Overview*

# Who Are Our Customers?

INDIVIDUALS

ENTERPRISES

ADVISORS



COMPLIANCE

AUDIT

TRAINING

# *How Do We Help Them?*

*“SAI Global helps its customers to  
MANAGE THE IMPACT OF CHANGING  
INFORMATION”*

# *How Do We Do That?*

## **DEPTH**

Detailed value-added metadata telling the customer everything they need to know – how it's developed over time, status, relationship to other content, etc

## **BREADTH**

Access to the widest possible range of primary content (standards)

## **CURRENCY**

High-frequency current awareness / monitoring services to keep abreast of the latest developments

## **EASE**

Easy-to-use features and functionality to help get the right information to the right people at the right time

# *Our Solutions: Content Aggregation*

## **CONTENT**

- We aggregate licenced content from over 300 global publishers through configurable secure on-line services
- Solutions: i2i Platform, SOL, Infostore

## **KNOWLEDGE BASES**

- We build, maintain and notify users of changes to large knowledge-led databases covering legislation, metal grades, material grades and US military parts
- Solutions: LawLex, i2i, Logicom

## **POLICY DEVELOPMENT TOOLS**

- We automate lifecycle management of policies and procedures including customisable workflows for collaboration and approval, version control and audit trails
- Solutions: i2i Participate, C360

# *Priorities / Outlook*

## **INFRASTRUCTURE**

- Content/experience management
- eCommerce Platform
- Subscription Platform

## **EXPERIENCE**

- Simple easy-to-use features and functionality
- Closer integration of complementary information
- Market-leading discovery and alerting tools

## **CONTENT**

- Continued content enrichment
- Focus on commissioning new sources of complementary information
- Development of secondary authored material



*Learning Portfolio*

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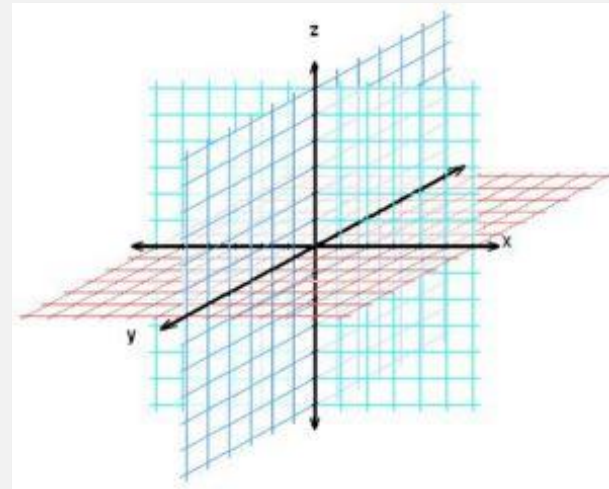


# The Risk Management Lifecycle

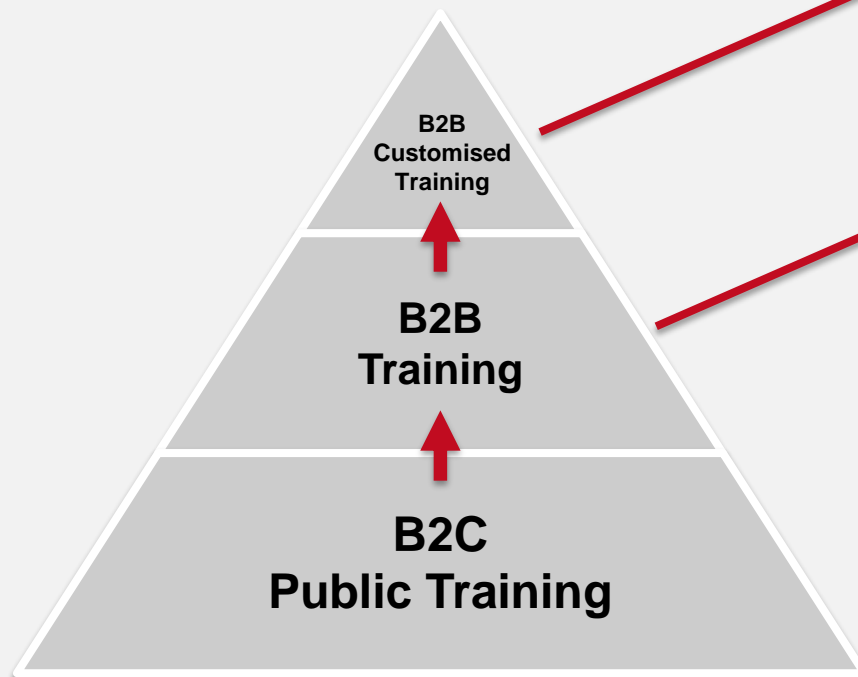


# Assurance-Related Training

- Two, inter-related business models
  - Public training (B2C)
  - In-house training (B2B)
- Two delivery 'modes'
  - Instructor led training
  - Online training
- Two product types
  - Accredited
  - Non-accredited
- Four main product portfolios:
  - Quality, Food Safety, OHS, Environment



# Inter-relationship of Public and In-house Training



# Accredited Training (Qualifications)



## BSB51607 Diploma of Quality Auditing

The **BSB51607 Diploma of Quality Auditing** is a nationally recognised qualification essential for Lead Auditors. In addition to audit and compliance competencies, this modularised learning and assessment solution also covers the management of risks within the management system, and provides a variety of electives to suit your particular workplace development requirements.



## BSB60407 Advanced Diploma of Management

The **BSB60407 Advanced Diploma of Management** is a nationally recognised qualification targeting lead auditors, business improvement professionals and those who have responsibility for integrating management systems across an organisation.



## BSB51312 Diploma of Work Health and Safety

The **BSB51312 Diploma of Work Health and Safety** is a nationally recognised recognised qualification essential for individuals involved in Work Health and Safety management and supervisor roles, responsible for the day-to-day management and implementation of WHS and OHS systems.

Please note there are entry requirements for this qualification. Please view the [FAQs](#) relating to this qualification or complete the [self-assessment](#) to ensure that you meet the entry requirements.



## BSB60612 Advanced Diploma of Work Health and Safety

The **BSB60612 Advanced Diploma of Work Health and Safety** is a nationally recognised qualification essential for individuals involved in Work Health and Safety advisory and policy making roles, the management of WHS/OHS systems, auditing and consulting.

Please note there are entry requirements for this qualification. Please view the [FAQs](#) relating to this qualification or complete the [self-assessment](#) to ensure that you meet the entry requirements.

# Management System Lifecycles and Product Portfolios

	Understanding a Management System	Implementing a Management System	Auditing a Management System	Maintaining & Improving a Management System
<b>Quality Management Systems</b>	<ul style="list-style-type: none"> <li>• ISO 9001 Foundation</li> </ul>	<ul style="list-style-type: none"> <li>• Implementing a QMS</li> </ul>	<ul style="list-style-type: none"> <li>• Internal Auditor QMS</li> <li>• ISO 9001 Quality Management Systems</li> <li>• Lead Auditor QMS</li> </ul>	<ul style="list-style-type: none"> <li>• Corrective Action, Preventative Action</li> <li>• Lean Six Sigma Champion, Green Belt, Black Belt</li> <li>• Enhancing Management Representative Skills to Support Organisational Success</li> <li>• Variety of specialised food safety courses (SQF, BRC, GFSI, TACCP, Traceability, Allergen Management)</li> </ul>
<b>OHS Management Systems</b>	<ul style="list-style-type: none"> <li>• Preparing for the ISO 45001 Transition</li> </ul>	<ul style="list-style-type: none"> <li>• ISO 18001 Occupational Health &amp; Management Systems</li> </ul>	<ul style="list-style-type: none"> <li>• OHSAS 18001 Lead Auditor</li> </ul>	
<b>Environmental Management Systems</b>	<ul style="list-style-type: none"> <li>• ISO 14001 Foundation</li> <li>• ISO 50001 Overview</li> </ul>	<ul style="list-style-type: none"> <li>• Implementing an EMS</li> <li>• ISO 50001 Understanding &amp; Implementing</li> </ul>	<ul style="list-style-type: none"> <li>• Internal Auditor EMS</li> <li>• ISO 14001 Environmental Management Systems</li> </ul>	
<b>Food Safety Management Systems</b>	<ul style="list-style-type: none"> <li>• Introduction to HACCP</li> </ul>	<ul style="list-style-type: none"> <li>• Advanced HACCP</li> <li>• Quality Assurance and Food Safety MS</li> </ul>	<ul style="list-style-type: none"> <li>• Internal Auditor Food Safety</li> <li>• BRC Internal Auditor</li> <li>• Lead Auditor Food Safety*</li> </ul>	

# Integrating Accreditation into a Customised Training Solution



Exemplar  
Global



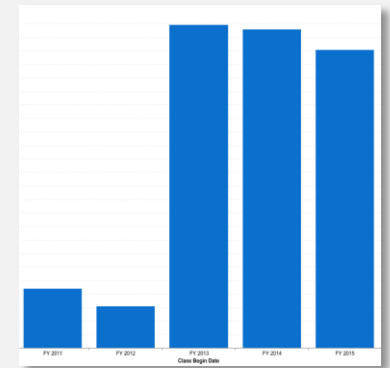
iema  
Institute of Environmental  
Management & Assessment



SAI GLOBAL

# SAI Global /Customer - Timeline

- **FY11** – Standards, Management Systems Auditing, Management Systems Training  
**(B2C – OHS Auditor Training)**
- **FY12** – Standards, Management Systems Auditing, Management Systems Training  
**(B2C – Management Systems Leadership)**
- **FY13** – Standards, Management Systems Auditing, Management Systems Training  
**(B2C – HACCP, Coles Supplier Training, Food Safety Auditing)**
- **FY14** – Standards, Management Systems Auditing, Management Systems Training  
**(B2C – HACCP, Coles Supplier Training, Allergen Management, Food Safety Auditing, Internal Auditor, OHS Auditor Training)**
- **FY15** – Standards, Management Systems Auditing, Management Systems Training  
**(B2C – HACCP, Coles Supplier Training, Allergen Management, Food Safety Auditing)**





*Assurance Portfolio*



# Global Capability

- 51 offices in 29 countries
- Perform c.100,000 audits & inspections a year
- 6<sup>th</sup> largest certification body globally
- One of the leading global Governance, Risk & Compliance solutions providers
- Second largest provider of standards globally



# Assurance Portfolio Overview

## Management Systems

Audits of management system requirements defined by a recognised industry body or regulator

## Sustainability & Ethical

Audits of management systems / or products which entail ethics, social accountability, chain of custody or sustainability

## Food Certification

Audits of food / agriculture related management systems / or product requirements defined by a recognised industry body or regulator

## Supplier Compliance

Design and management of a supplier compliance programme, which may include technical desktop review and approval of supplier requirements

## Complaints Management

Design and management of a complaints management programme, including root cause analysis, investigations and corrective action

## Product Certification

Certification of product related activities defined by a recognised industry body or regulator

## Audit & Inspections

Audits of management system, food or product that is not defined by a recognised industry body or regulator

## Product Compliance

Design and management of a product compliance programme, which may include technical desktop reviews and approval product specifications

## Enabling Platforms



# Management Systems and Food Certification – What we do

## Management Systems

Audits of management system requirements defined by a recognised industry body or regulator

**Programme Examples:** ISO Accreditation including 9001, 14001, 18001, 16949; Regulator: Food Safety Victoria (FSV), NSW Food Authority

## Food Certification

Audits of food / agriculture related management systems / or product requirements defined by a recognised industry body or regulator

**Programme Examples:** BRC, SQF, IFS, FSSC, HACCP, 22000, Global GAP, RedTractor

### Client drivers:

- Ensuring an effective system is in place to maintain safety and quality
- Improving business efficiency in operations to reduce variation and enable best practice
- Ensuring international standards are met to win work and gain market share
- Enhance customer satisfaction of products and services
- Protect the brand and ensure consumer safety
- Assurance to stakeholders, regulators and customers
- Avoid significant financial penalties and legislative action
- Outward representation of company values

### Competitors:

- BSI Group, SGS, Bureau Veritas, Lloyd's Register LRQA

### Key industries:

- Manufacturing, Construction, Retail, Agriculture, Food, Healthcare, Pharmaceutical, Resources, Business services, Hospitality, Restaurants, Health, Education, Agriculture



# RAF Supply Risk Services

Insights into what SAI Global is doing with 18 leading retailers and Quick Service restaurants globally;

## Supply Risk Experience

- Supplier Management
- Manufacturer/Grower
- Procurement
- Product & Packaging
- Warehousing & Distribution
- Stores
- Customers/Stakeholders
- Colleagues
- Brand

## Common Issues

- Harm to customers
- Transparency of Supply Chain
- Withdrawals & Recalls
- Brand Value Reputation
- Quality Consistency
- Changing Global Legislation
- Control costs

## Our Deliverables

- Increase supplier transparency & compliance
- Reduce non-compliance in products
- Increase protection & value
- Increase the brand value
- Knowledge & training
- Manage changing information

# Supplier Compliance Management

## – What we do

### Supplier Compliance

Design and management of a supplier compliance program, which may include technical desktop review and approval of supplier requirements

**Programme Example:** Creation of Alaska fish standards

### Product Compliance

Design and management of a product compliance program, which may include technical desktop reviews and approval of product specifications

**Programme Example:** Global food manufacturer

#### Client drivers:

- Managing specified product safety and quality standards
- Reducing and proactively managing supply chain risk
- Building brand protection and customer trust
- Support existing and new customer claims
- Minimise exposure to product safety and quality risk
- Protect consumer interests and corporate brand values
- Employ highly specialised technical expertise

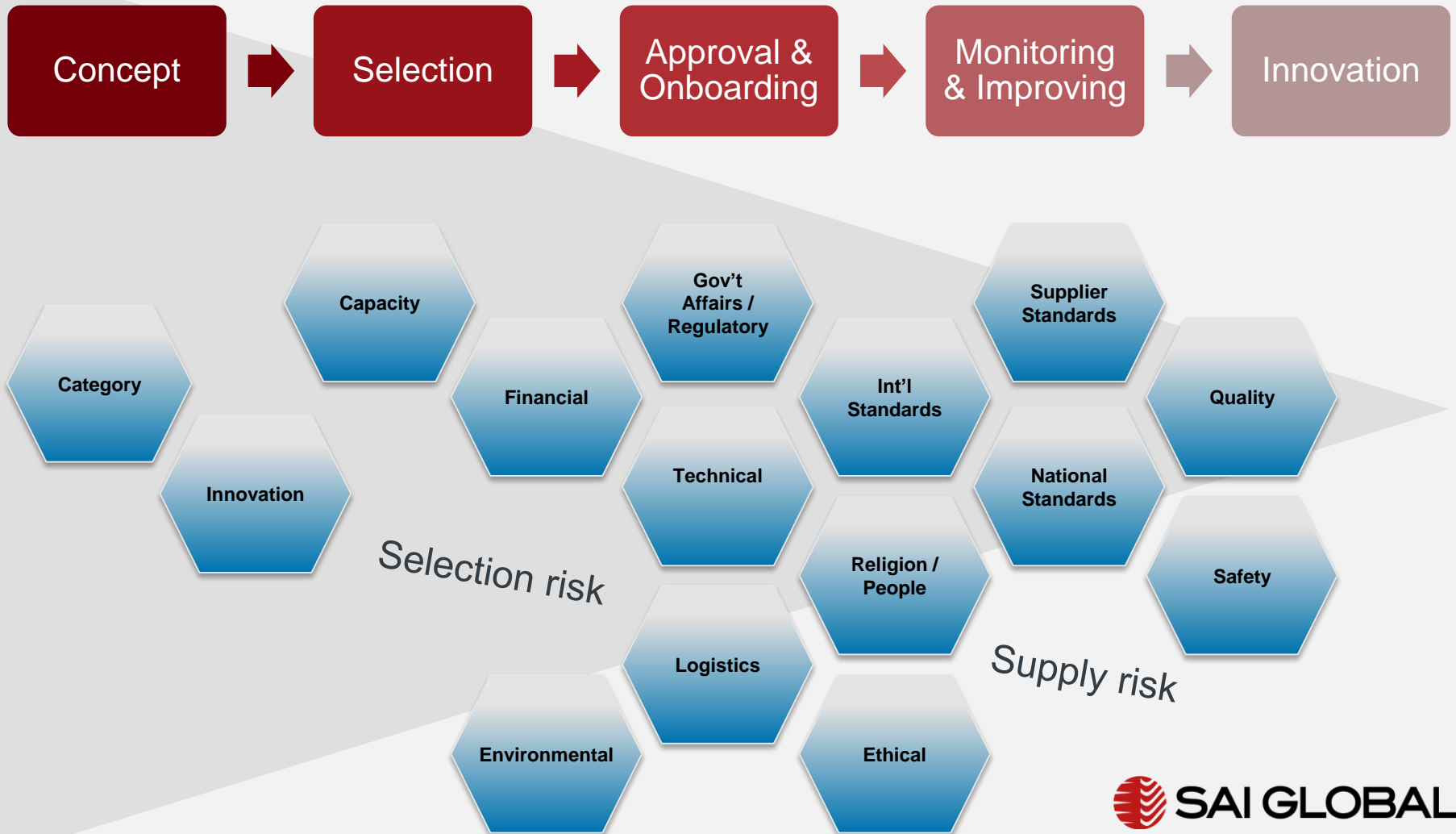
#### Competitors:

- BSI Group, SCM software vendors, supply chain consultancies

#### Key industries:

- Manufacturing, Retail, Food, Resources

# Supplier Lifecycle Risk Sources



# Product Services

## – What we do

### Product Certification

Design and management of a supplier compliance programme, which may include technical desktop review and approval of supplier requirements

**Programme Examples:** Health & Safety; Building & Infrastructure; Gas & Electrical; and Plumbing

#### Client drivers:

- Ensuring products meet mandatory standards along the manufacturing chain
- Meeting industry driven requirements in order to compete
- Avoiding product recalls and enhancing traceability
- Pro-active management of product risk
- Assurance of product standard to the end consumer

#### Competitors:

- BSI Group, IAPMO, SGS, Bureau Veritas, UL, Inspect, TUV

#### Key industries:

- Manufacturing, Retail, Horticulture, Business Services, Building



StandardsMark



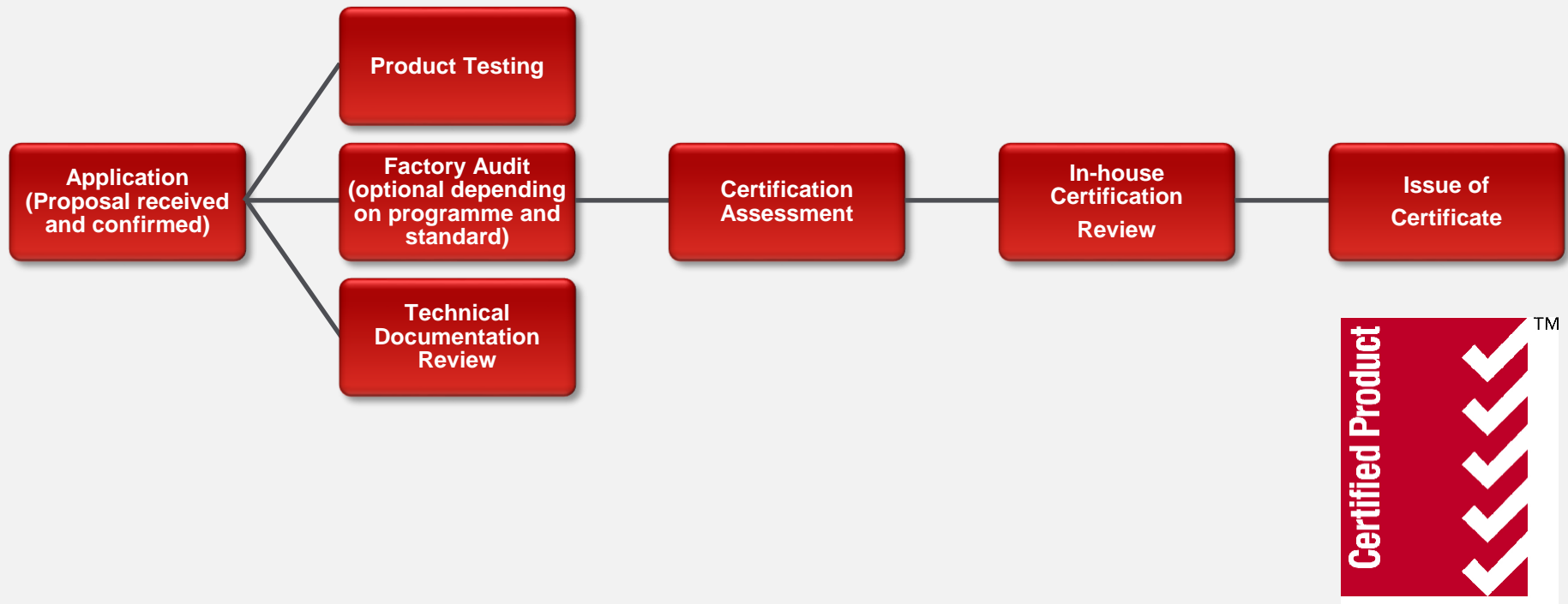
CE mark



CodeMark

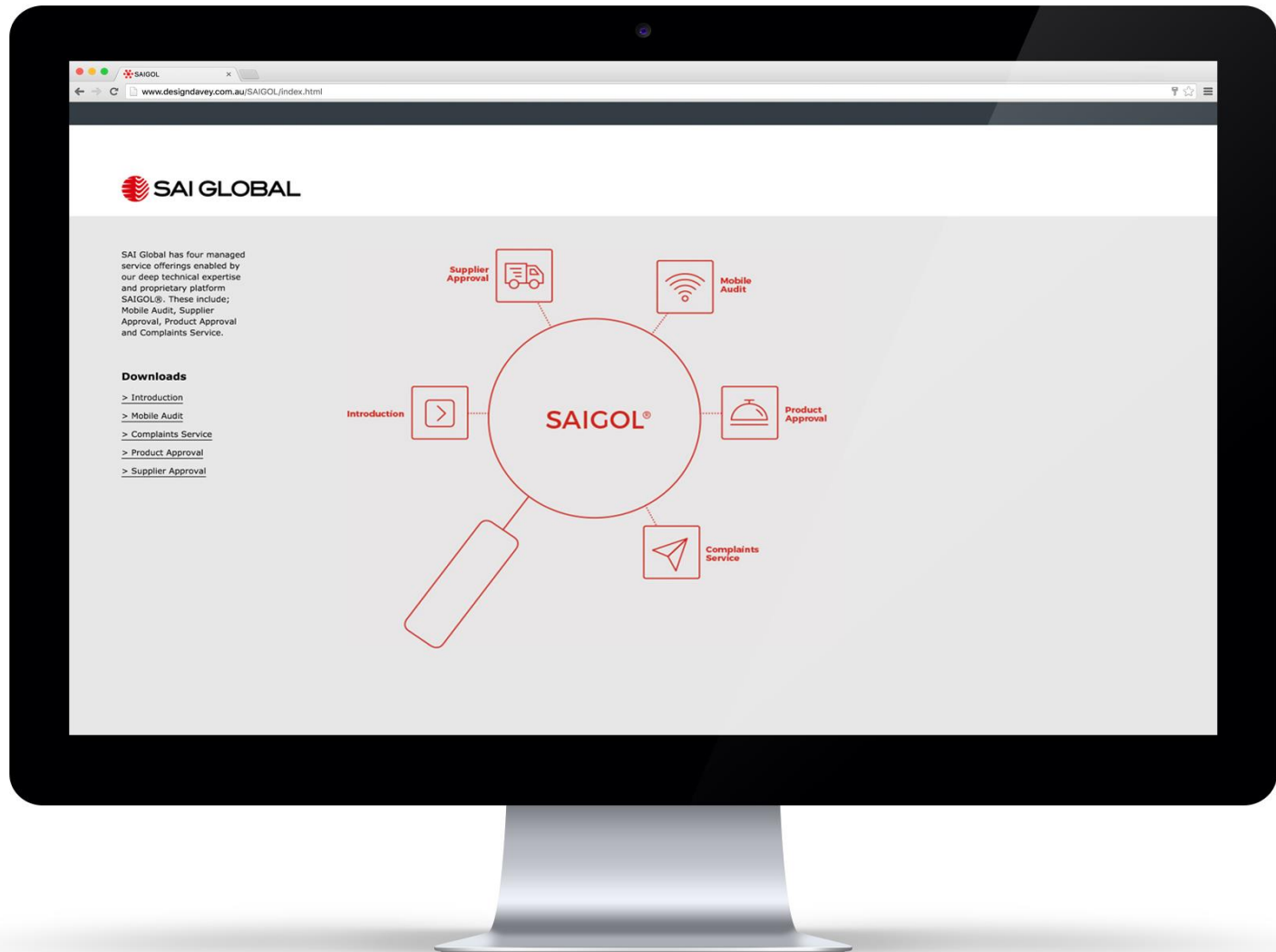


# The SAI Global Five Tick Certification Process





# What is SAIGOL?



# What is SAIGOL?

*Web-enabled platform which allows SAI Global to deliver audit and supply risk services.*

## Four key modules

### Audit Management and Assessment

Supplier or Site Management

Auditor Management

Audit scoring and metrics

Non-conformances management

Automated workflows

### Product Approval Management

Product Onboarding

Specification Management

Claims Verification

Reports & Dashboards

Change Management

### Supplier Approval Management

Supplier / Site Onboarding

Advanced Supplier Approval

Reports & Dashboards

Corrective & Preventive Action Planning

Annual Document Review

### Complaints Management

Complaint Registration

Root Cause Investigation

Corrective & Preventive Action Planning

Reports & Dashboards

Category Management

# Second Party Audits and Inspections

## – What we do

### Audit & Inspections

Audits of management system, food or product that is not defined by a recognised industry body or regulator

**Programme Examples:** Major supermarket chains in Australia and UK

#### Client drivers:

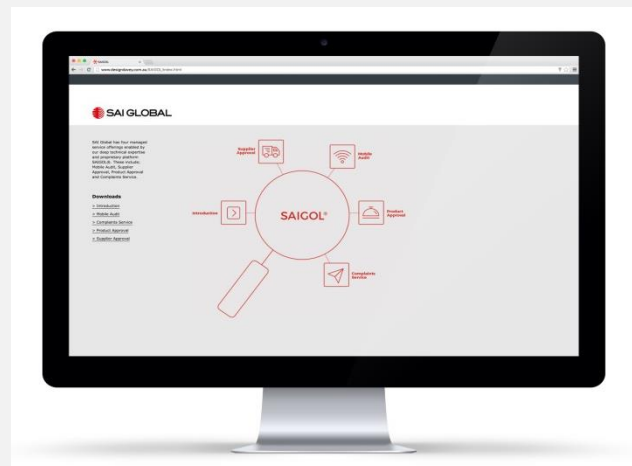
- Third party standards are not sufficient in meeting organisational objectives
- Assurance to internal and external stakeholders
- Improving business operations and enabling best practice
- Enhance customer satisfaction of products and services
- Drive consistency of service delivery

#### Competitors:

- BSI Group, SGS, Bureau Veritas, Lloyd's Register LRQA

#### Key industries:

- Manufacturing, Retail, Agriculture, Food, Resources, Business services



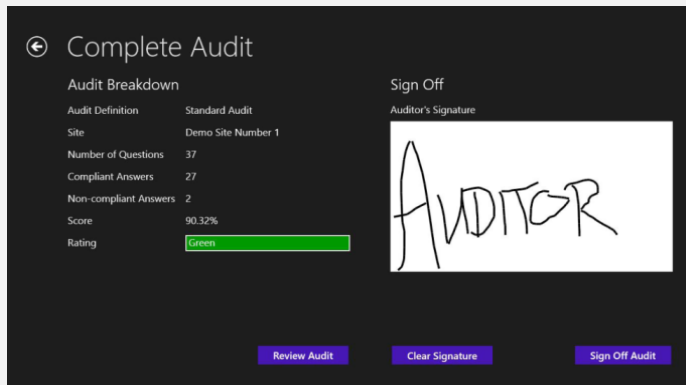
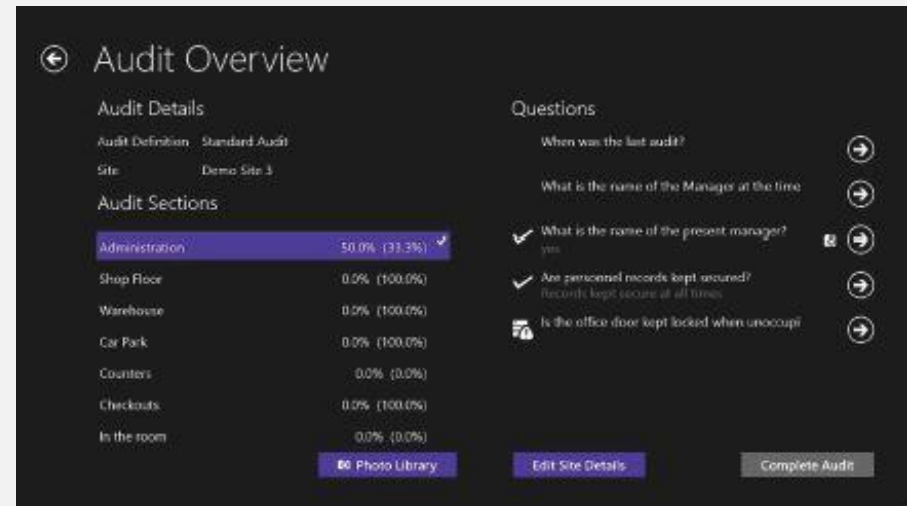
# Value of Second Party Auditing in Risk Lifecycle



# Audit Management Overview



- Single repository
- Immediate turnaround
- Manage non-conformances
- Photographic and geo evidence
- Automated workflows
- Scoring and metrics

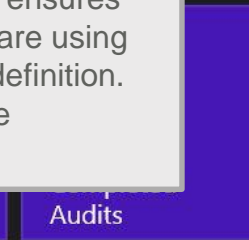
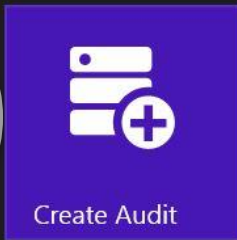


Enables effective delivery of bespoke audit definitions to an auditor network across dispersed locations, with enhanced transparency of scoring metrics

# SAIGOL Demo – Mobile Audit Platform

Approved auditors will receive their allocated list of auditors.

Synchronisation ensures that all auditors are using the latest audit definition. Any changes are instantaneous



# SAIGOL Demo – Mobile Audit Platform

The screenshot displays the SAIGOL Mobile Audit Platform interface. On the left, a list of audit sections is shown with their respective completion and compliance percentages. A callout box highlights this list, stating: "Provides overview of all sections with % completion and % compliance".

Audit Section	% Completion	% Compliance
Administration	50.0%	(33.3%)
Shop Floor	0.0%	(100.0%)
Warehouse	0.0%	(100.0%)
Car Park	0.0%	(100.0%)
Counters	0.0%	(0.0%)
Checkouts	0.0%	(100.0%)
In the room	0.0%	(0.0%)

At the bottom of the sections list, there are buttons for "Photo Library", "Edit Site Details", and "Complete Audit".

On the right, a "Questions" screen is shown, titled "Quick review of questions". It lists several questions with their status (checked or unchecked) and a right arrow icon for navigation. The questions are:

- When was the last audit?
- What is the name of the Manager at the time?
- What is the name of the present manager? yes
- Are personnel records kept secured? Records kept secure at all times
- Is the office door kept locked when unoccupied?

# SAIGOL Demo – Mobile Audit Platform

Answer Audit Questions

Policy extracts and auditor instructions to ensure auditor alignment

Policy

Hats - Blue Trilby (or old style boater), Paper Hats are compliant Deli - White chefs jacket and plain blue apron Hot Deli (cooked) - White chefs jacket and plain blue apron Hot Deli (raw) - White coats and red striped apron Meat / Fish - White coats and red striped apron Combined Meat and Fish - White coats and red striped apron White aprons / white trousers and white hats with integrated hairnets are also being trialled in some stores for Deli and should not be marked down for this, and where this occurs the fishmonger will be in White coat and Blue Apron. However white aprons should only be seen in the Deli and Hot Deli (cooked) only and never in raw food counters. Note: Customer Café and Staff restaurants staff wear blue trilby hats and aprons.

Variety of answer responses including multi-choice and drop down

Selected Answer

Ability for auditors to include notes

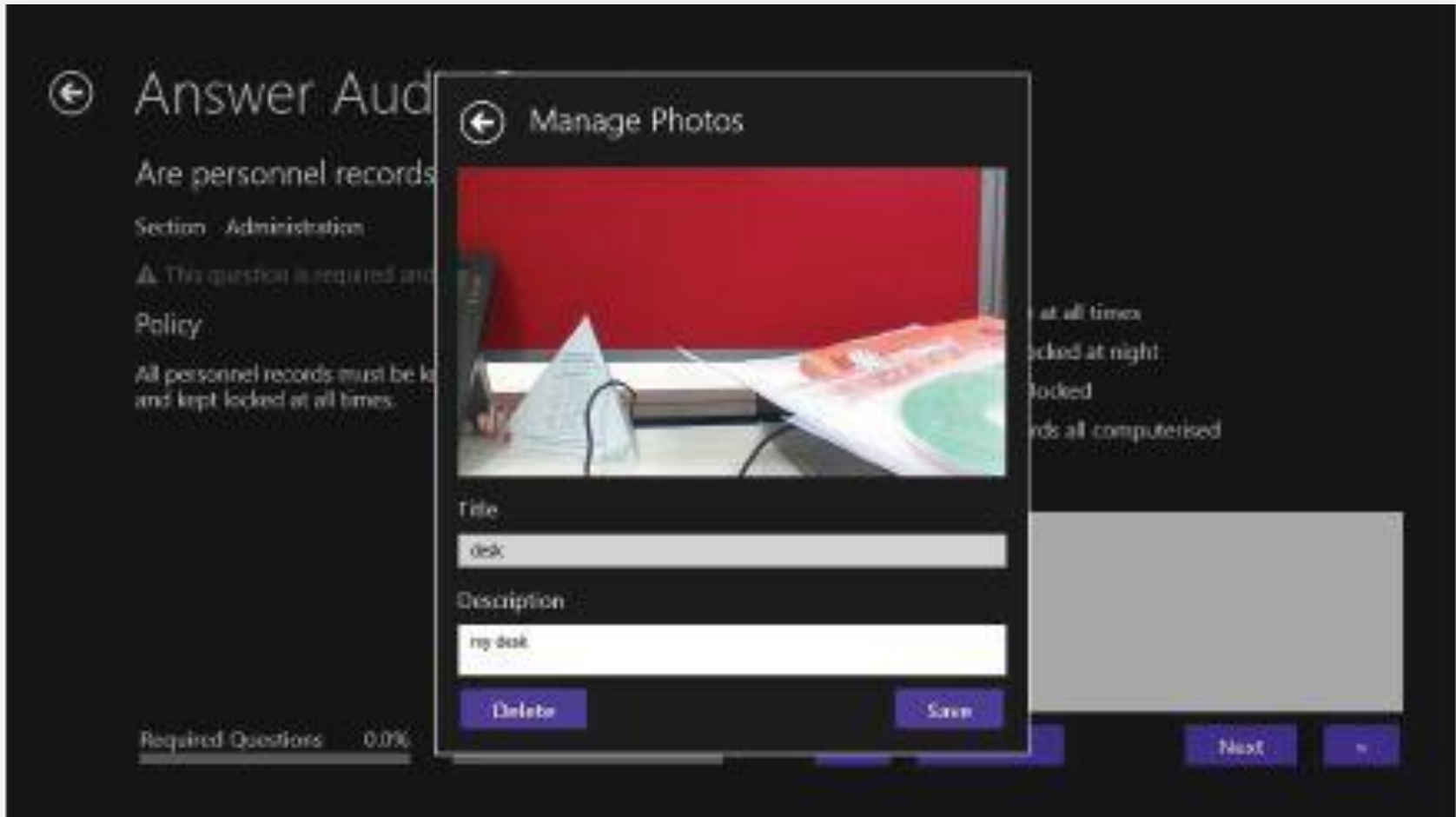
Notes

Required Questions 0.0% Optional Questions 100.0%

« Previous Next »

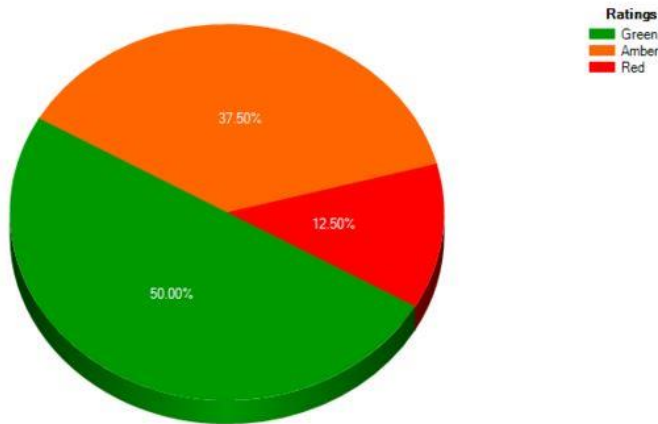


# SAIGOL Demo – Mobile Audit Platform



# SAIGOL Demo – Mobile Audit Platform

Ratings dashboard allows for quick visibility over site performance



Allows easy drill down to results and audit reports

System Sites Auditing Document Manager Reporting My Workplace Logout

Sites > Site Detail > Services > Manage >

Supplier Approval

Company: Supplier Approval - STANDARD Service: Supplier Approval Started: 01/04/2013 (Andy Whymark) Active

Site: Supplier Approval Test Status: Questionnaire Completed Closed

Audit Details Events Correspondence Forms Documents

Add							Pause
Service Event	User	Effective	Event	Event Status	Logged		
Questionnaire Approved	Andy Whymark	01 April 2013 14:00	Questionnaire Approved	Actioned	01 April 2013 14:00:22	Edit	
Questionnaire Sent	Andy Whymark	01 April 2013 12:57	Questionnaire Sent	Form Approved	01 April 2013 13:58:48	Edit	
Questionnaire Sent	Andy Whymark	01 April 2013 12:57	Questionnaire Sent	Form Processed By System	01 April 2013 13:07:00	Edit	
Questionnaire Received	Andy Whymark	01 April 2013 13:05	Questionnaire Received	Actioned	01 April 2013 13:05:40	Edit	
Questionnaire Sent	Andy Whymark	01 April 2013 12:57	Questionnaire Sent	Submitted	01 April 2013 13:05:02	Edit	
Questionnaire Chase 1	Andy Whymark	01 April 2013 13:03	Questionnaire Chase 1	Actioned	01 April 2013 13:03:38	Edit	
Questionnaire Sent	Andy Whymark	01 April 2013 12:57	Questionnaire Sent	Part Completed	01 April 2013 12:58:01	Edit	
Questionnaire Sent	Andy Whymark	01 April 2013 12:57	Questionnaire Sent	Waiting	01 April 2013 12:57:34	Edit	
START	Andy Whymark	01 April 2013 12:53	START	Start	01 April 2013 12:53:32	Edit	

# SAIGOL Demo – Mobile Audit Platform

## Non-Conformance Management

Ability to manage non-conformance close out and review of audit results

Site: Sample Site 6 (006)  
 Audit Definition: PCP Type 5 - Quality Management Requirements  
 Date Time Created: 18 September 2014 06:05  
 Show Closed Items:

[Back](#) [Search](#)

### Edit Record

PCP Type 5 - Quality Management Requirements					18/09/2014
Satisfactory	Section	Question	Answer	Action By	Closed On
No	1 - General	1.2 Is there a version control system in place for documents?	No		
No	1 - General	1.1 Is there evidence of an established, documented and implemented quality	No		

[Print](#)  
[Non Conformances](#)  
[Close Audit Compliances](#)

#### Audit Details

Uploaded By: Paul Oh  
 Audit Definition: Bird Stocking and Density Claim - On Farm Audit  
 Created: 20 August 2014 05:11  
 Completed: 20 August 2014 05:21  
 Closed Out:   
 Compliancy Audit: No  
 Re-Audit: No  
 Focus Sections Used: No  
 Status:

#### Site Details

Business:    
 Client Manager:   
 Business Manager:   
 Regional Manager:   
 Obsolete:

#### Scoring

Maximum Score: 31  
 Actual Score: 30  
 Adjustment:   
 % Deduction: 0  
 % Score: 96.77%  
 Rating Scheme:   
 Rating:  Green

#### Sign Off

Client Name: paul  
 Client Signature:   
 Auditor Signature: 

# SAIGOL Demo – Mobile Audit Platform

The screenshot displays the SAIGOL Mobile Audit Platform interface. At the top, the 'innovation Australia' logo is visible. Below it, a navigation bar includes 'Sites', 'Auditing', 'Document Manager', 'Reporting', 'My Workplace', and 'Logout'. The 'My Workplace' section is active, showing a sidebar with 'Diary', 'Site Search', 'Audit Search', and 'Product Search'. A notification 'Changed active role' is present. The main content area is titled 'Top Five Issues of Non Compliance' and shows a bar chart for the selected audit 'Bird Stocking and Density'. The chart displays five issues with their respective counts: 10, 8, 8, 8, and 8. A callout box points to the chart with the text 'Easily see top 5 non-conformances at a glance'. Below the chart is a legend with five items, each with a colored square corresponding to a bar in the chart. At the bottom, there is an 'Audit Approval Status' section with a message 'There is no data to allow the chart to be displayed!' and a form with dropdown menus for 'Service', 'User Type', and 'Associated User', a date range input, and a 'Refresh' button.

innovation Australia

Sites Auditing Document Manager Reporting My Workplace Logout

My Workplace »

Changed active role

Top Five Issues of Non Compliance

Select Audit Bird Stocking and Density

15  
12  
9  
6  
3  
0

10 8 8 8 8

Legend:

- 3.3 - Are the feed bags sealed when not in use and storing off the ground?
- 2.1 - Are there records that demonstrate that farm vehicles and equipment are cleaned and sanitised in accordance with the farm's program?
- 3.2 - Is the feed stored in sealed silos?
- 3.1 - Does the farm employ appropriate measures in place to ensure that feed is not contaminated with pathogens, pests or other extraneous matter?
- 3.4 - Is there evidence that water is available in every 24 hour period?

Audit Approval Status

There is no data to allow the chart to be displayed!

Service Audit Approval

User Type: All Types

Associated User: All Users

Date Range: to Refresh

© Copyright SAI Global 2015. 10 December 2015 00:32:48 (English)

# SAIGOL Demo – Mobile Audit Platform

Boolean search functionality allows for in-depth searches across audit information

The screenshot displays the SAIGOL Mobile Audit Platform interface. On the left, a sidebar menu lists categories: Supplier Detail, Address, Product, Service, **Ingredients**, Dietary, Nutritional, Allergens, Chemicals, and Microbials. Below the menu, the 'Ingredient Data' section is active, showing 'Section:' set to 'Columns' and 'Question:' set to 'Ingredient'. At the bottom of the sidebar are buttons for 'Add To' and a dropdown for 'New Group 1'. The main area features a 'New Group 1' window titled 'Ingredient Data - Ingredient'. This window includes a 'Select options' dropdown, 'Check all' and 'Uncheck all' buttons, and a list of ingredients with checkboxes: Apricot Puree, Apricot Sprite Jelly, Apricots, Apricots (Dried), Apricots in Syrup (selected), Aromatic Herbs from Provence, and Aromatic Italian Herbs. At the bottom of the main area are buttons for 'Clear', 'Search', and 'Save Search'.



*Risk Portfolio*

---



# *Enterprise Risk Management*

- **Solution Summary**

Specialised solutions and services to help organisations:

- Develop robust risk management frameworks
- Standardise and simplify risk identification and assessment processes
- Implement and monitor mitigation strategies
- Understand and adapt to changing or emerging risks
- Enable management ownership and accountability for risk in a controlled environment

- **Delivered Through:**

- Advisory Services
- Software Solutions

# *3<sup>rd</sup> Party Risk Management*

- **Solution Summary**

Solutions which help organisations to:

- Automate due diligence processes and risk assessment during vendor on-boarding
- Understand assets and business units supported or impacted by specific vendors and suppliers
- Plan contingencies based on high-risk or business critical suppliers
- Centralise management of vendor contracts
- Identify vendor consolidation or contract optimisation opportunities
- Monitor Service Level Agreements
- Monitor incidents related suppliers, vendors or contractors
- Automate the off-boarding process

- **Delivered Through:**

- Advisory Services
- Software Solutions



# *Regulatory & Ethical Compliance*

- **Solution Summary**

Solutions which help organisations to:

- Develop robust compliance frameworks
- Identify applicable obligations and map these to business processes
- Centralise regulatory change monitoring and response management
- Monitor compliance and adapt to changes in requirements
- Simplify auditing by capturing compliance controls, evidence, or breaches directly mapped to related obligations

- **Delivered Through:**

- Advisory Services
- Software Solutions
- Regulatory Content

# *Environment, Health & Safety*

- **Solution Summary**

Automated and configurable workflow tools with best practice business processes to help clients to:

- Meet regulatory compliance requirements
- Simplify the process of identifying and addressing safety hazards and risks
- Meet complex reporting requirements mandated by regulation and standards
- Enable real-time and enterprise-wide incident reporting
- Reduce incident resolution times
- Plan and manage injured employees' return to work
- Compare performance across sites and locations to identify hot spots
- Manage safety audits and remediation of issues

- **Delivered Through:**

- Software Solutions

# *Enterprise Incident Management*

- **Solution Summary**

Automation tools with streamlined workflow processes to enable clients to:

- Provide an accessible means for employees to record incidents or events
- Guarantee anonymity to whistleblowers seeking to disclose ethical and compliance breaches
- Simplify and streamline the process of incident investigations
- Capture complaints from customers and other third parties
- Ensure all evidence and remediation actions resulting from an incident investigation are captured
- Validate the assumed risk exposure of business units and processes
- Measure the effectiveness of policies and controls

- **Delivered Through:**

- Advisory Services
- Software Solutions

# *Policy & Document Management*

- **Solution Summary**

Solutions to help organisations:

- Centrally create, update and distribute policies and procedures
- Automate periodic reviews and document management workflow
- Provide employees, suppliers and customers with a portal through which to search and access documents
- Distribute policies to specific individuals or groups and track related acknowledgements
- Measure policy effectiveness via questionnaires and surveys
- Map policies and guidelines to source compliance obligations and risks

- **Delivered Through:**

- Advisory Services
- Software Solutions

# Disclosures

- **Solution Summary**

Solutions to help organisations:

- Implement their anti-bribery and anti-corruption policies
- Simplify logging of gifts, conflicts of interest, and political donations
- Identify potentially risky relationships between employees and third parties
- Automate approvals for submissions within policy thresholds
- Provide management with a streamlined mechanism to review and approve submissions
- Maintain a comprehensive audit trail of gifts and conflicts of interest

- **Delivered Through:**

- Advisory Services
- Software Solutions

# *Healthcare Revenue Protection*

- **Solution Summary**

Solutions to help US healthcare providers with:

- Identification, review appeal of claims denied by healthcare insurers
- Claims data collection and coordination of provider activities in preparation for, or following an audit

- **Delivered Through:**

- Software Solutions



*Risk Portfolio*

*Cintellate*



# *Agenda*

- What is Cintellate?
- Business Challenges
- Demonstration



# *What is Cintellate?*



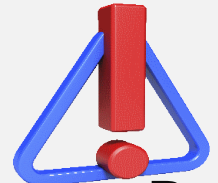
**E**nvironmental



**H**ealth



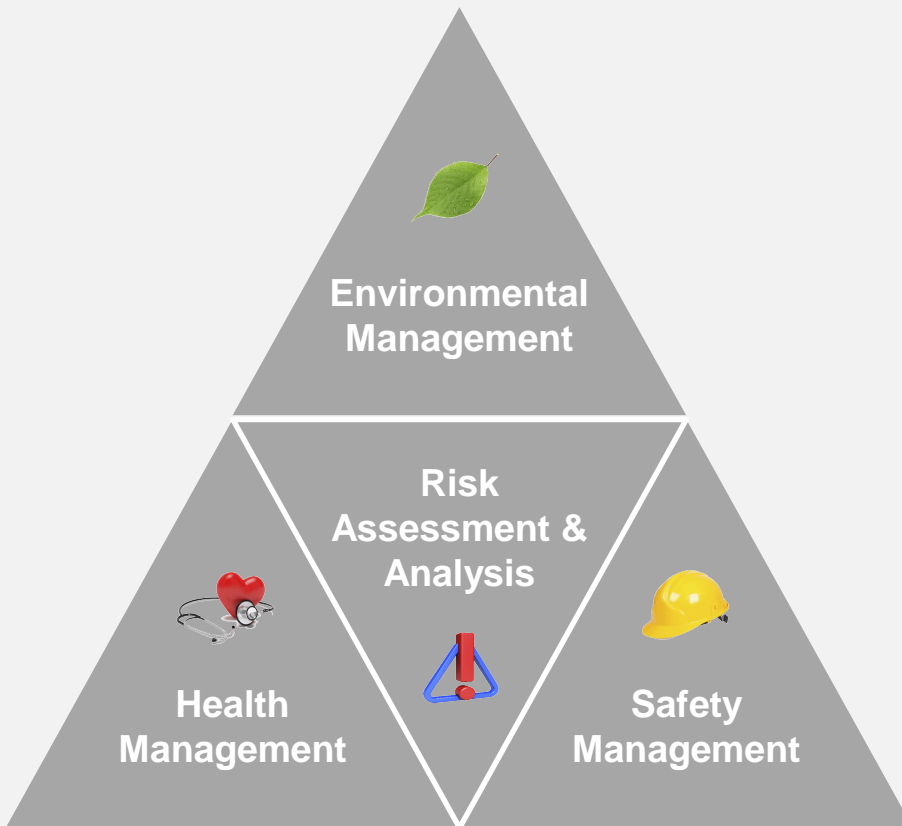
**S**afety



**R**isk

***solution***

# EHS & Operational Risk



**Environmental Management:** Modules and tools to support environmental processes and legislative compliance. Includes **waste, water & wastewater, carbon data/energy management/GHG emissions, air emissions and permit management** modules.

**Health Management:** Modules for monitoring of the workplace (**Industrial Hygiene**) which includes chemical and noise exposures, and monitoring the worker (**Occupational Health**) which includes the ability to capture employee health data such as hearing and lung capacity test data.

**Safety Management:** Modules to **track and investigate incidents**, manage **injuries**, undertake **audits** and **inspections**, manage **observations** and initiating and tracking **corrective actions**. **Training** employees on **safe work practices** and **occupational hazards** is a subset of safety.

**Risk Management:** Modules and tools for assessing and analysing potential **risks and hazards**, applying **controls** and **mitigation/treatment plans**. This has close links to **obligations and compliance** and **Change Management**.

# Business Challenges

Disparate processes, systems and data sources

So much data, so many regulations and so much risk to track

Lack of accountability and inadequate controls

Inaccurate and out of date reporting and trending information

Hard to justify strategic EHS initiatives



**C-Level Executives**



**Sustainability Manager**



**Health & Safety Manager**



**Environment Manager**

Administrative overhead for EHS staff in data management

Incur costs from penalties due to non-compliance

High costs due to lost time injuries, workers compensation & inefficient energy/carbon management

# *Demonstration*

# The Risk Management Lifecycle



A photograph of two men standing in a field of golden wheat. The man on the left is wearing a light blue button-down shirt and jeans. The man on the right is wearing a pink button-down shirt, a brown hat, glasses, and jeans. They are both looking down at a tablet computer held by the man in the pink shirt. The background shows rolling hills with green and brown fields under a clear sky.

*Property*

A photograph of two men standing in a field of golden wheat. The man on the left is wearing a light blue button-down shirt and jeans. The man on the right is wearing a pink button-down shirt, a grey hat, glasses, and jeans. They are both looking down at a tablet computer held by the man in the pink shirt. The background shows rolling green hills under a clear sky.

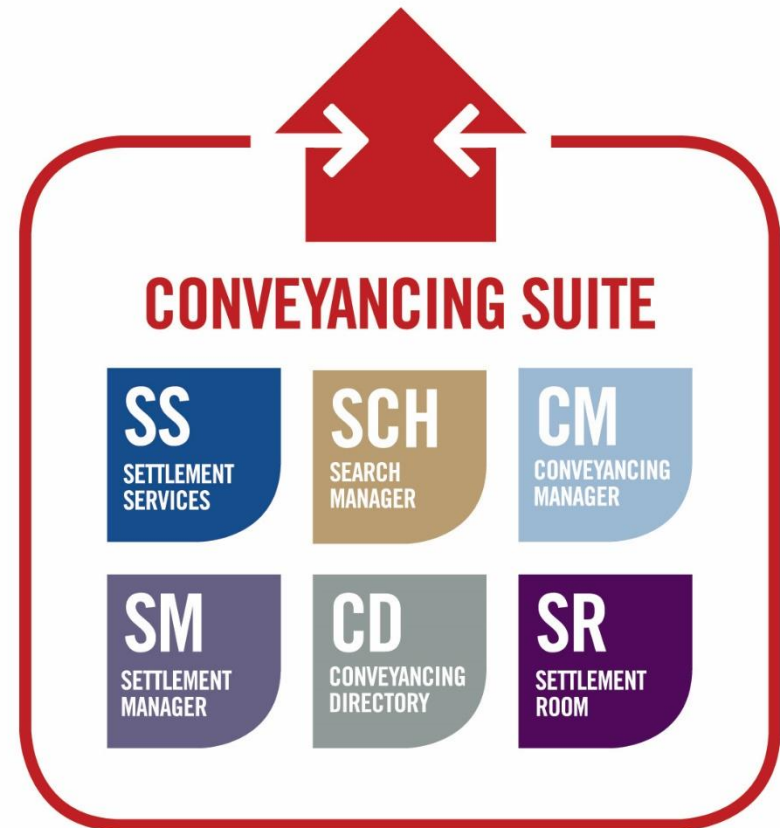
*Property*

---

*Conveyancing Process*

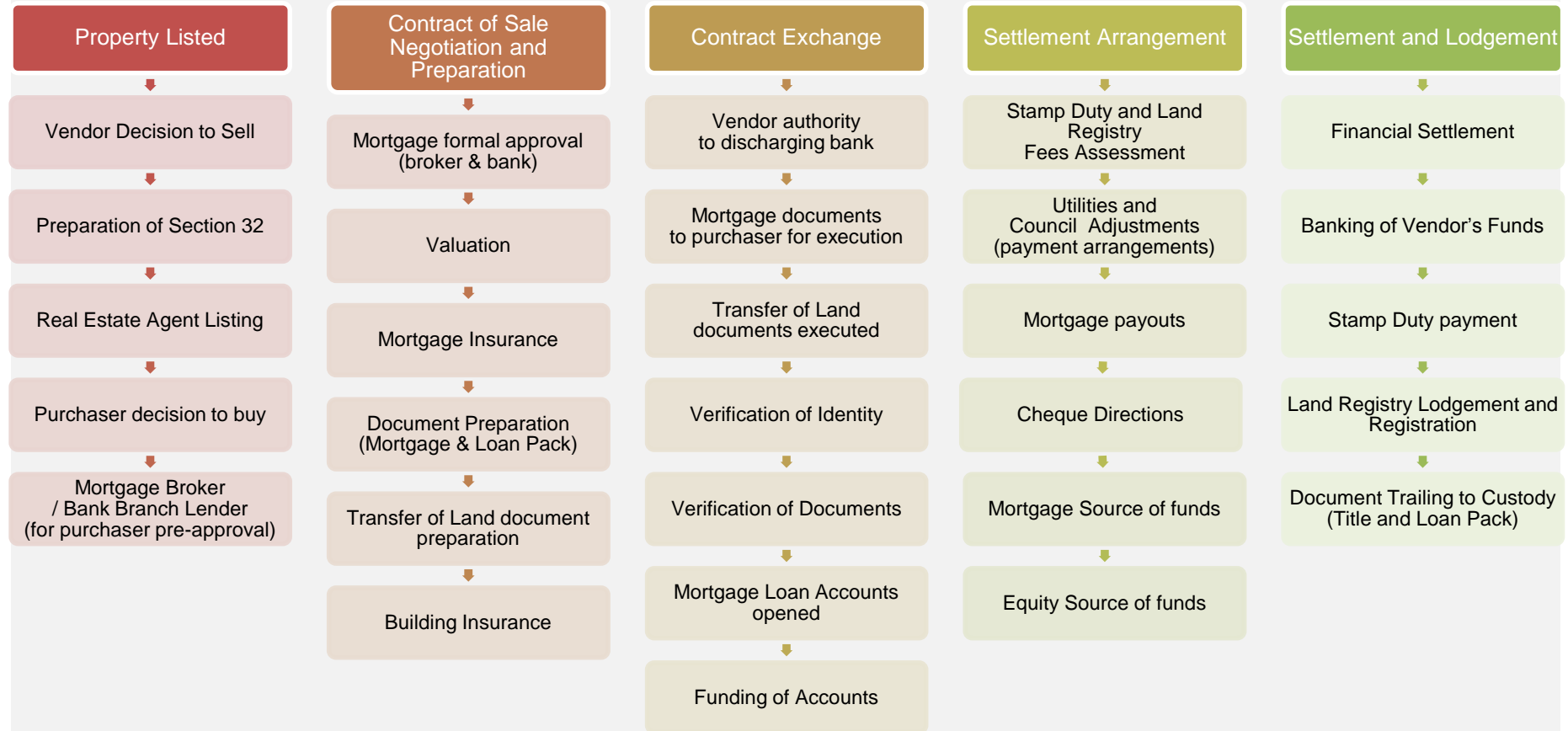
# SAI Global Property

- Specialist Conveyancing Services for over 30 years to both the banking and legal practitioner market
- One of the largest national searching providers in Australia with over 7 million orders completed in 2015
- Largest settlement agent network and settlement service by volume in Australia – 600,000 settlements performed in 2015 by 500 specialist staff around the country
- Local expertise, standardised quality assured processes
- ISO9001 certified, APRA compliant Disaster Recovery and BCP practices, ISO27001 certified systems and APRA compliant data & customer security, insurance held to cover Professional Indemnity up to \$20m as well as Fidelity Insurance



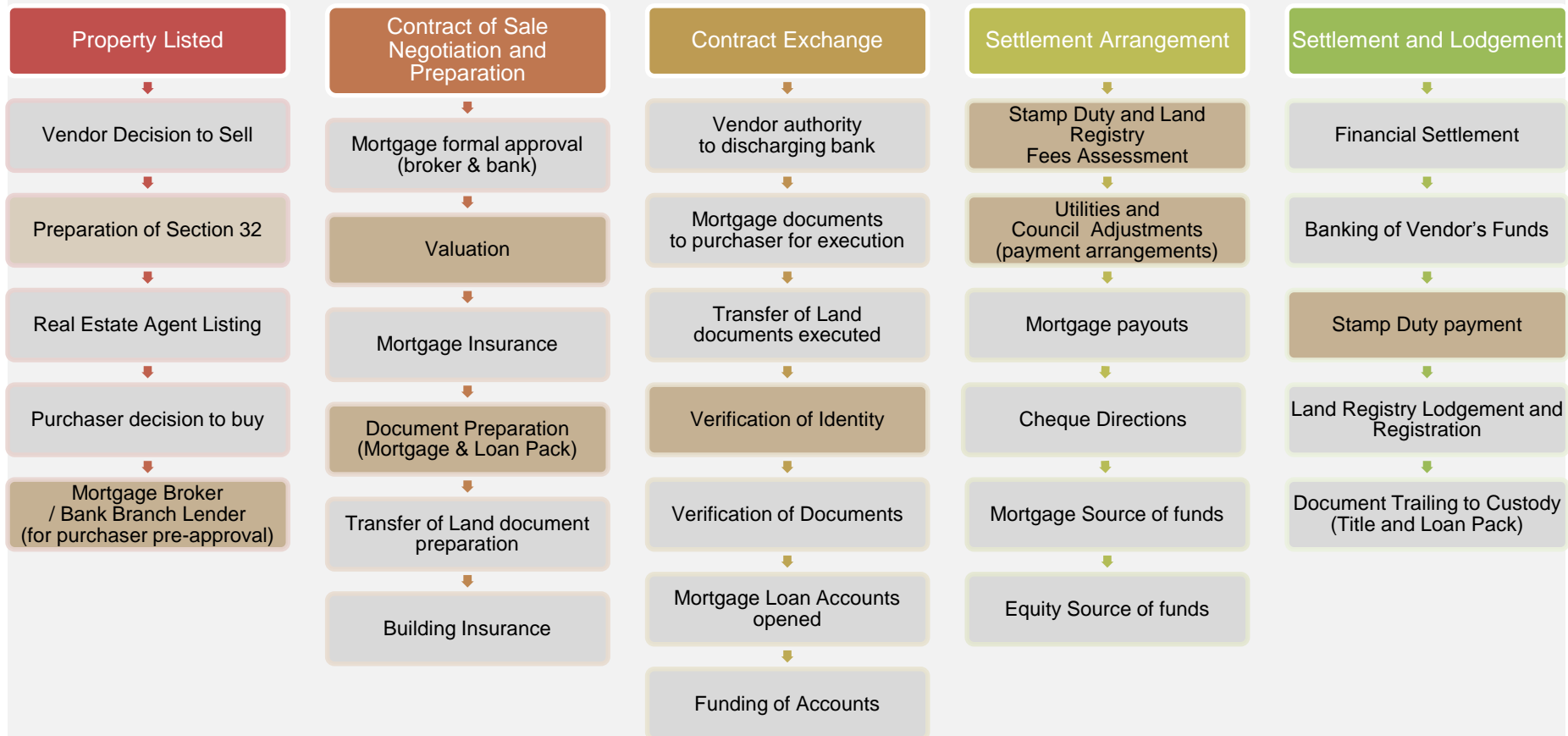


# The End to End Conveyancing Process



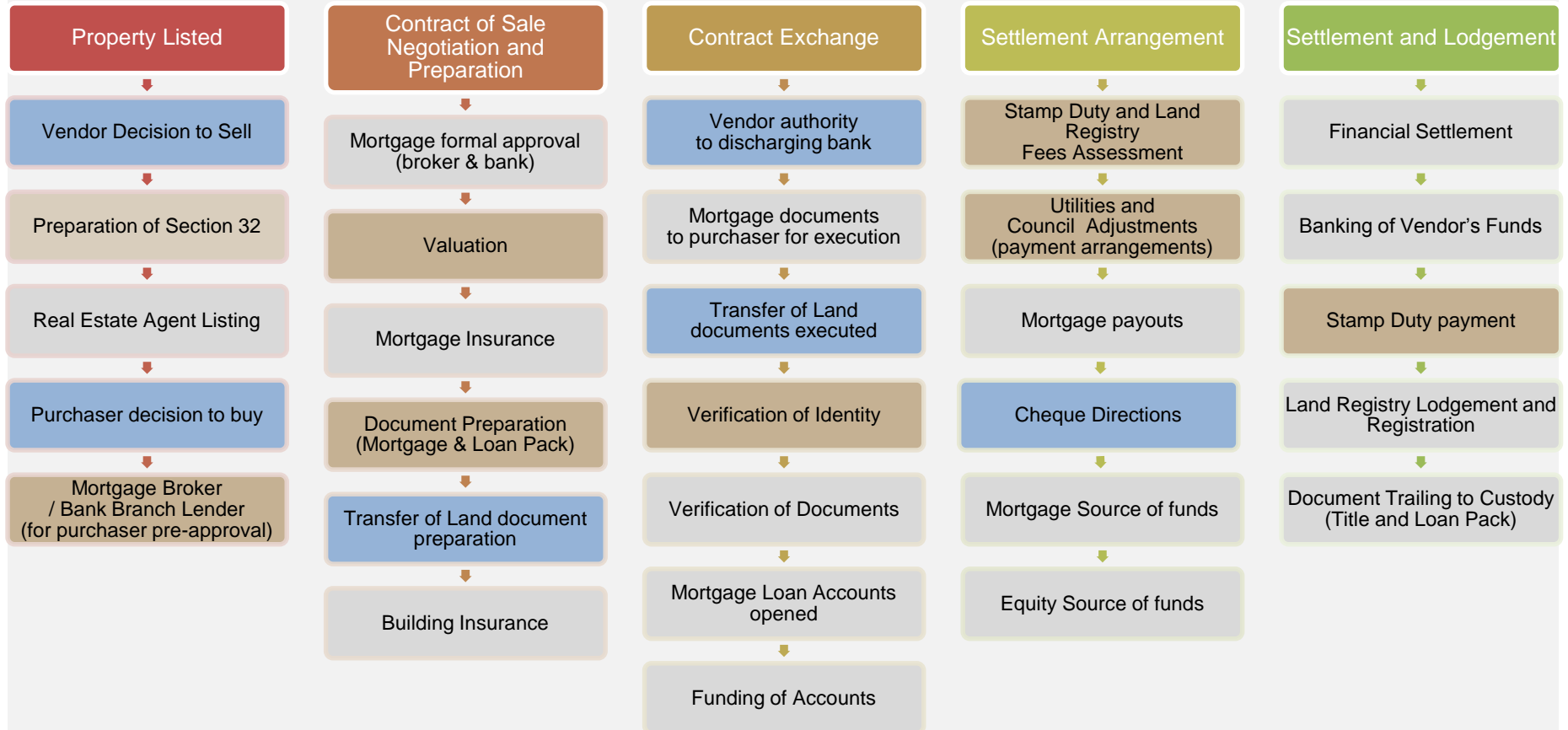
# The End to End Conveyancing Process

## + SAI Global Search Manager



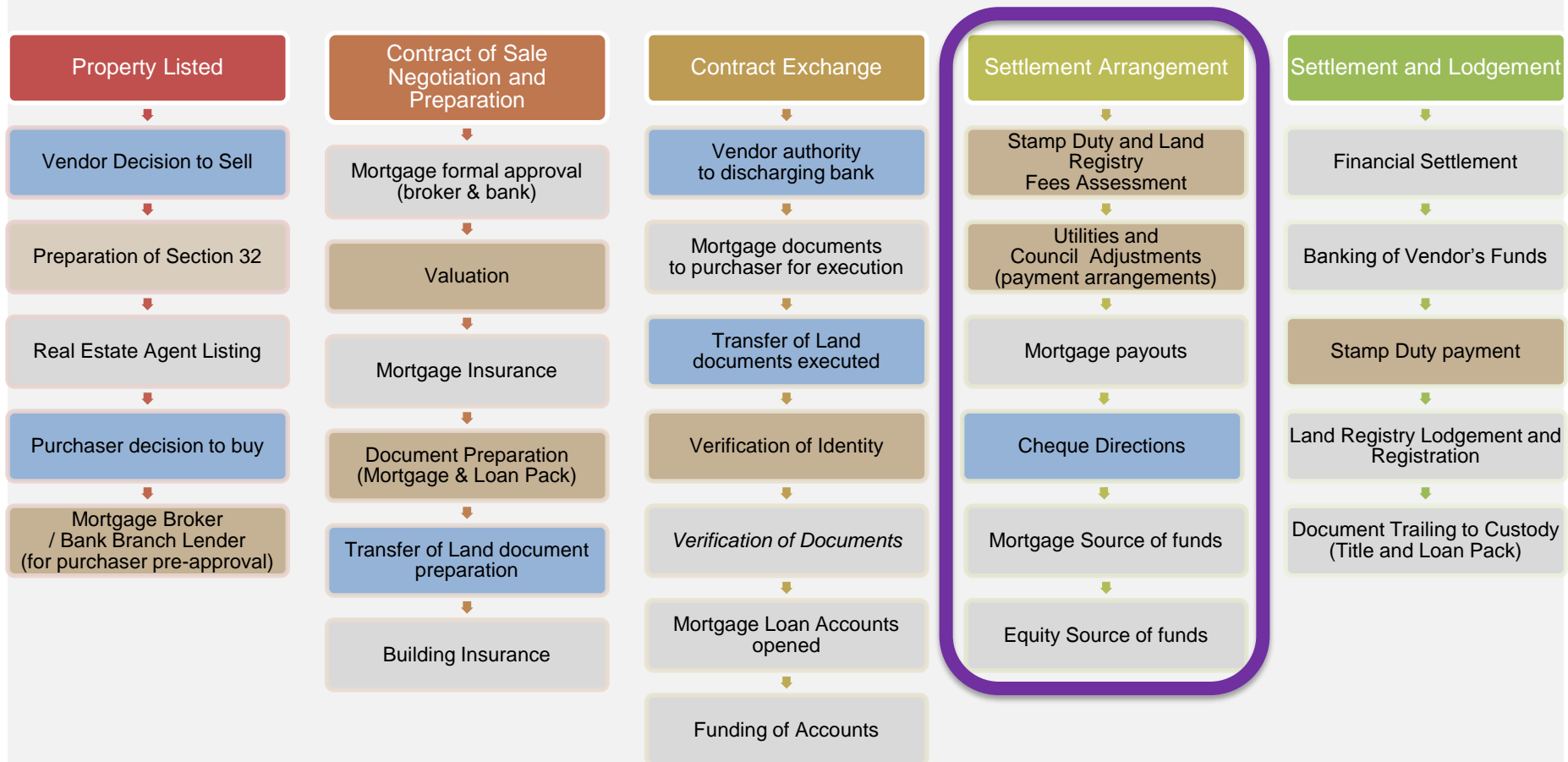
# The End to End Conveyancing Process

+ SAI Global Search Manager + Conveyancing Manager



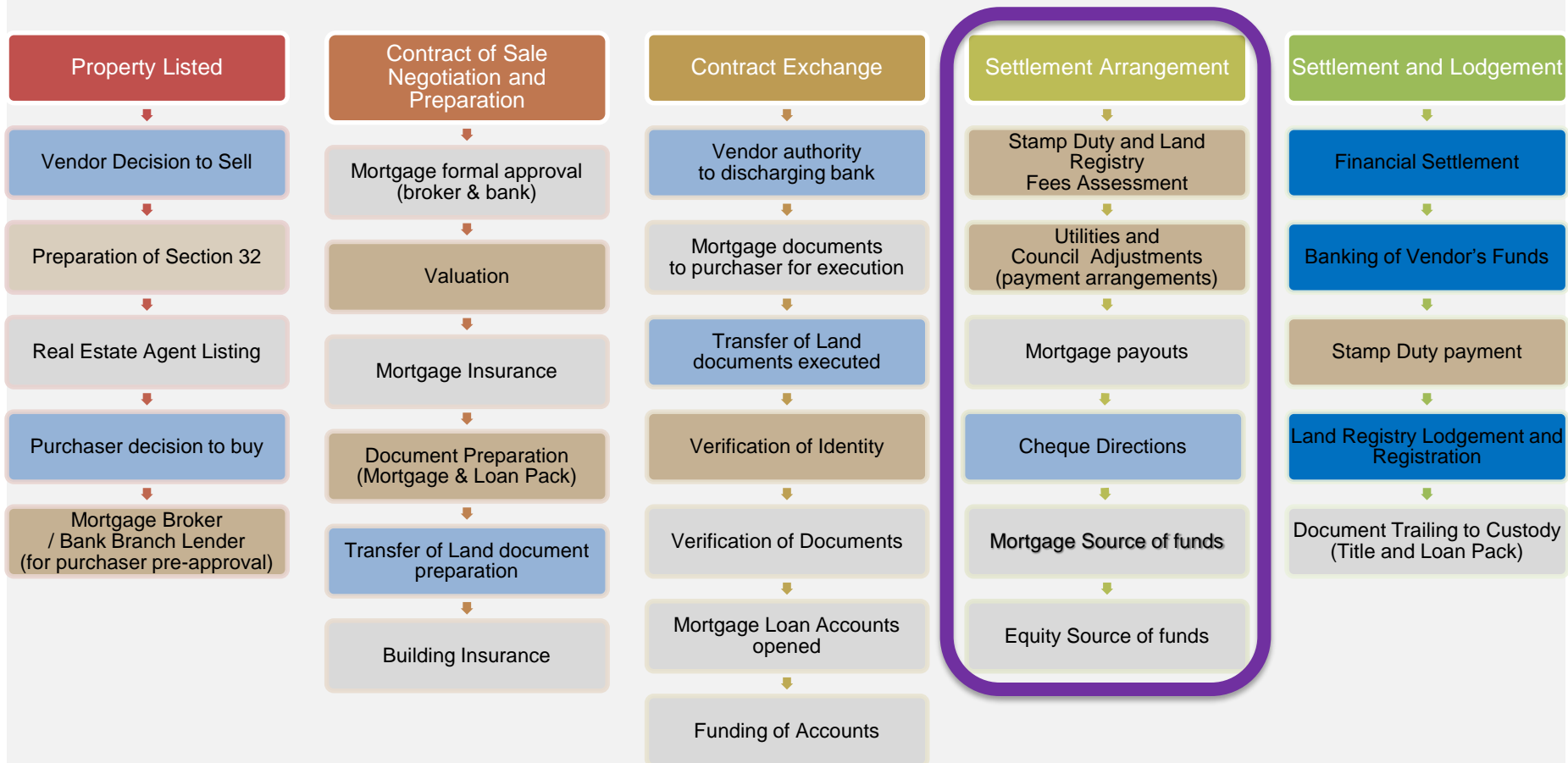
# The End to End Conveyancing Process

+ SAI Global Search Manager + Conveyancing Manager  
+ Settlement Room



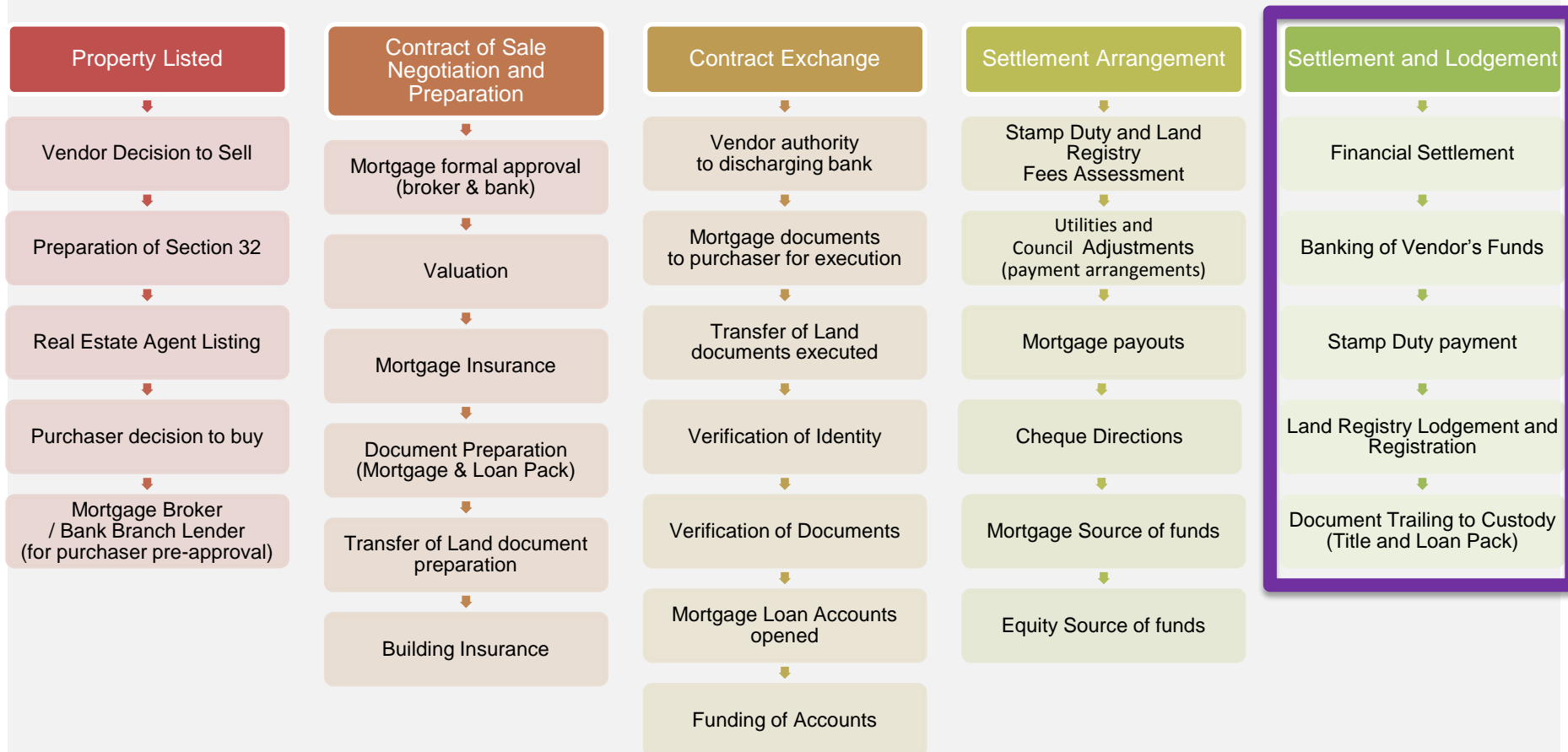
# The End to End Conveyancing Process

+ SAI Global Search Manager + Conveyancing Manager  
+ Settlement Room + Settlement Services



# The End to End Conveyancing Process

+ PEXA



A photograph of two men standing in a field of tall, golden-brown grain. The man on the left is wearing a light blue button-down shirt and blue jeans. The man on the right is wearing a pink button-down shirt, blue jeans, a brown hat, and glasses. They are both looking down at a tablet computer held by the man in the pink shirt. The background shows rolling green hills under a clear sky.

*Property*

---

*Conveyancing Manager*

# *What, Who & Why*

## **What is it?**

- Unique diary-based workflow solution for busy property conveyancers and legal practitioners
- Allows users to track the progress of matters via diary entries and tasks
- Provides an instant overview of matters pending across the firm's entire client base

## **Why do firms look to Conveyancing Manager as a workflow solution**

- Cost effective, with no onerous fixed-term contracts
- Single point of data entry removes duplication of effort
- Precedents, forms, settlement instructions and other important documents generated with just one click
- Highly customisable
- Ability to work off-line, even without an internet connection due to local installation with cloud back-up

## **Who it is used by**

- Currently benefiting over 400 legal and conveyancing practices
- Potential to expand into mid and top tier legal and conveyancing firms due to unique Off-the-Plan and Plan-of-Subdivision functionality



# Diary

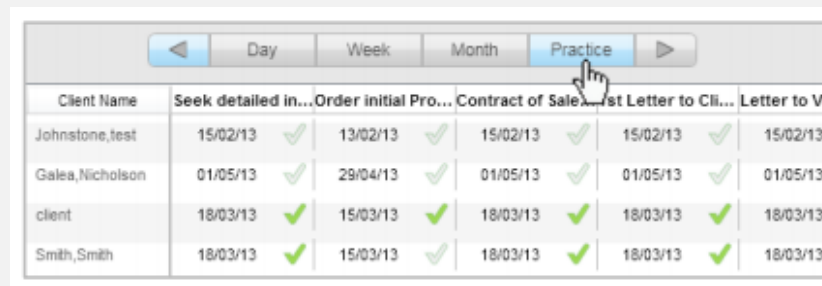
- Provides users the ability to track progress of matters via diary entries and tasks
- Provides practice managers and property partners instant overview of matters pending across entire client base
- Allows user to manage matters with multiple built-in diary views

## Customisable Diary allows users to:

- View and select from list of preloaded tasks for each matter type
- View tasks assigned to only themselves or everyone in the firm



- Switch to Weekly view, which can be especially efficient to clear whole days if required
- Switch to Monthly view, where tasks are highlighted to give users an indication of the busiest days in the month
- Select Practice view and nominate a file type to see list of files with diary activities listing how matters are progressing

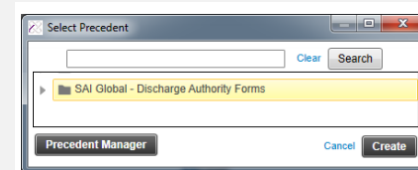
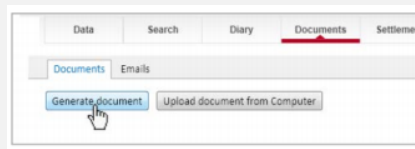
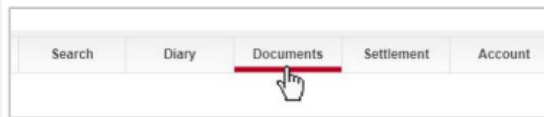


Client Name	Seek detailed in...	Order initial Pro...	Contract of Sale...	1st Letter to Cli...	Letter to Ve
Johnstone,test	15/02/13	13/02/13	15/02/13	15/02/13	15/02/13
Galea,Nicholson	01/05/13	29/04/13	01/05/13	01/05/13	01/05/13
client	18/03/13	15/03/13	18/03/13	18/03/13	18/03/13
Smith,Smith	18/03/13	15/03/13	18/03/13	18/03/13	18/03/13

# Documents

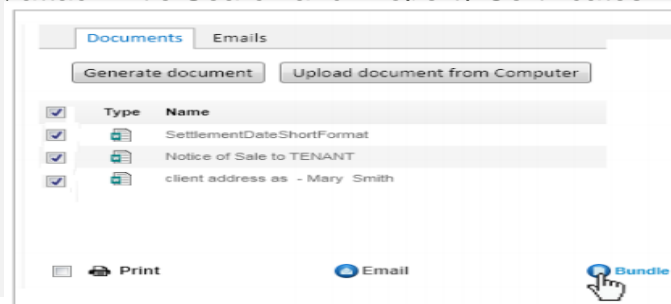
With Conveyancing Manager, users will have the ability to:

- Create and produce many varieties of forms and precedents
- Have the firm's letterhead embedded into all documents
- The documents go through a merge, taking repeatable data applied to the file and plugging it into forms and letters in the right places, automatically.
- This helps to eliminate human error, saves the time of re-keying information and reduces the likelihood of settlements failing



Advanced Document Generation with Bundling feature allows users to:

- Merge a selection of documents into one single PDF document
- Save, print or email the bundled document to contacts for the matter
- Create Contract of Sale, attach Title Search and Property Certificates into a single bundle in seconds



# Integration

## Search Manager

- Users can quickly and easily conduct property searches and order property certificates online
- Disbursements and search results captured directly against matter – increasing disbursement recovery



## Settlement Room

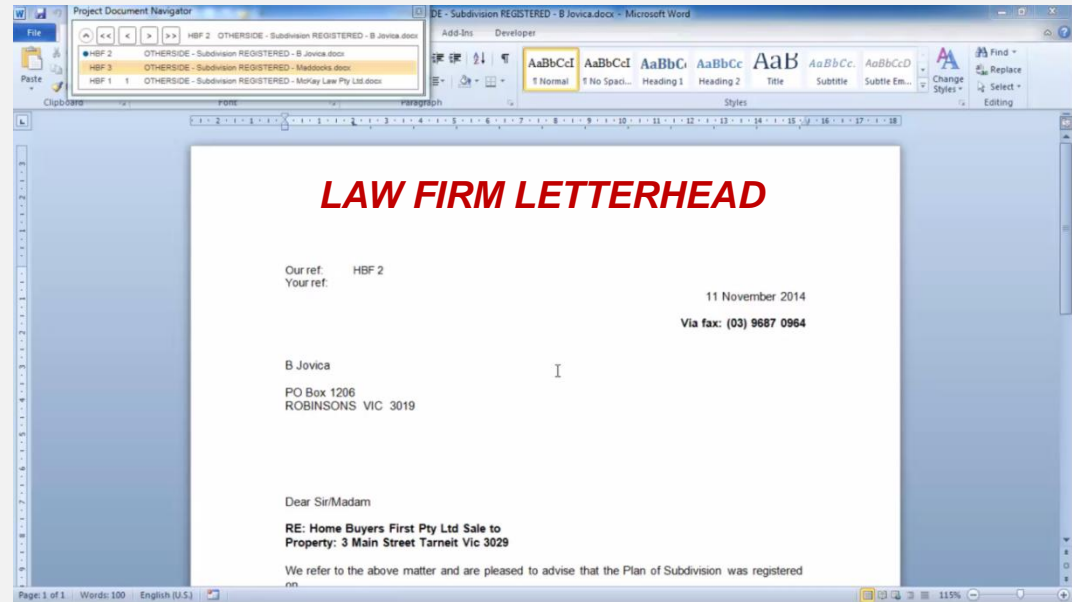
- A transaction workspace, available from within Conveyancing Manager, where all parties of a settlement can:
  - Create a file and invite others or:
  - Accept an invitation and create a file
  - Book a settlement
  - Complete financials and cheque directions and
  - Prepare settlement instructions

Parties	Participation	Verification	Ready to Book	Financials
PR - Business Development House A/C - Karen Brown	✓	✖	✓	✖
IM - Square Bank ⓘ	✓	-	✓	✖
VR - Non Participant	✖	-	-	-

# Projects

## Unique feature for processing sub-division work, including:

- File duplication
- Mass document creation
- Project-wide adjustments

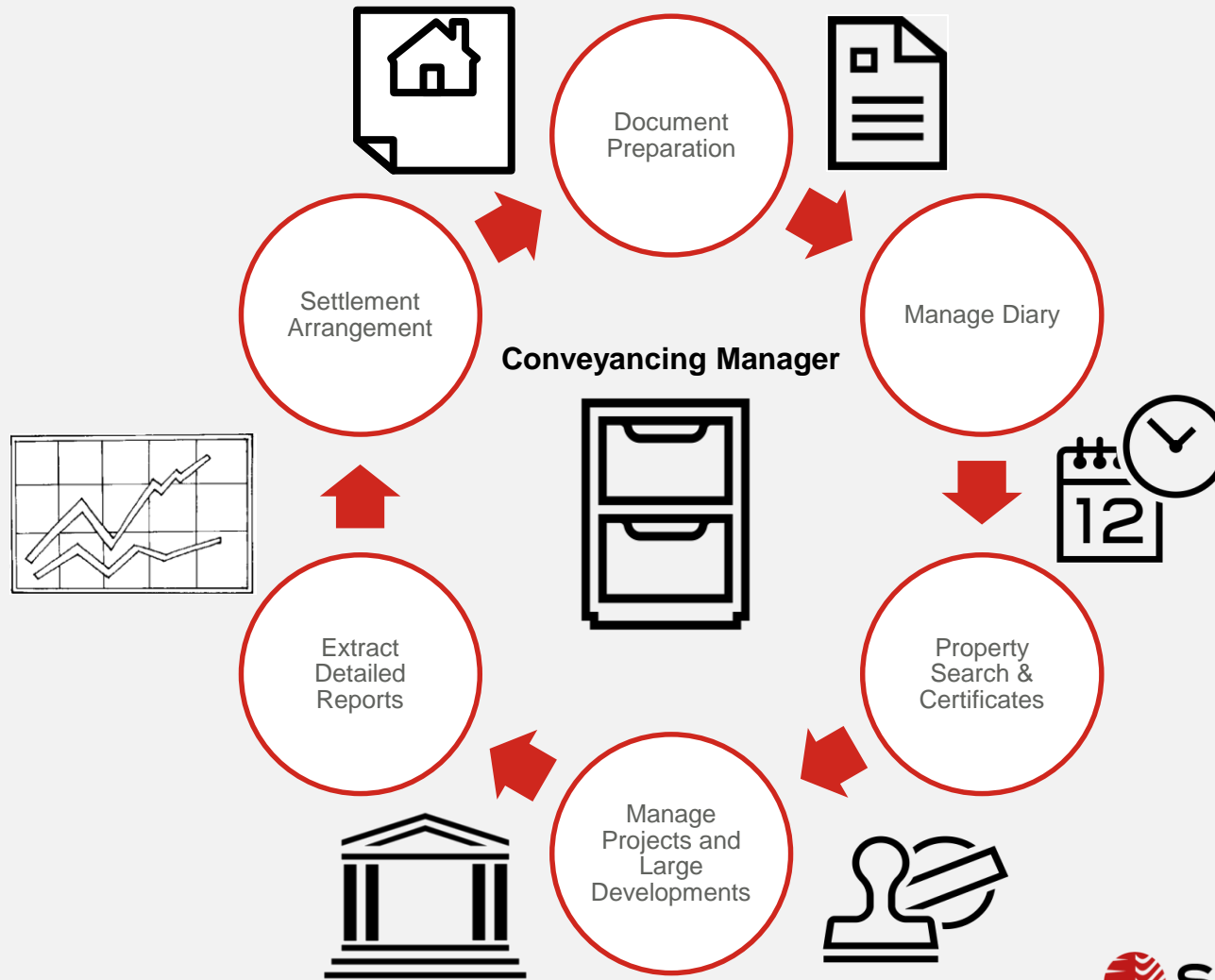


## Key benefits of these features are:

- Autofills files with repeatable data
- Create bulk documents at once
- Auto calculate adjustments across all files

Saving multiples of hours from a large multi-lot sale or plan of subdivision

# Summary



A photograph of two men standing in a field of golden wheat. The man on the left is wearing a light blue button-down shirt and jeans. The man on the right is wearing a pink button-down shirt, a brown hat, glasses, and jeans. They are both looking down at a tablet computer held by the man in the pink shirt. The background shows rolling green hills under a clear sky.

*Property*

---

*Search Manager &  
Encompass*

# Search Manager - What is it?

- SAI Global's Search Manager platform provides businesses with all the information and resources critical to developing, understanding and transferring property and for conducting due diligence, company and business, credit, and insolvency checks from over 3,200 different sources nationally
- Search Manager also provides access to:
  - SAI Global Property's Settlement, Stamping & Registration and specialised legal services
  - Encompass
  - SAI Global branded Victorian Planning and Roads Certificates
  - SAI Global's Dynamic Company & Securities Reports

# Search Manager at a glance

The screenshot shows the SAI GLOBAL Search Manager website. At the top, there is a navigation bar with the SAI GLOBAL logo and the text "Search Manager". Below this is a menu with options: Home, Property (selected), Commercial & Personal, Settlement & Legal Services, Quick Searches, Encompass, Insurance, and Results & Billing. Underneath the menu is a row of state selection buttons: NSW, VIC (selected), QLD, WA, SA, TAS, ACT, and NT. The main heading is "Order Land Titles & Property Certificates". Below this, there is a form for entering a "Matter Reference" or "Previous Order Number". The page is divided into four main sections, each with a "Learn more" link: "Land Title Search & Essential Certificates", "Other Online Land Searches", "Manual Search Services", and "Heritage, Water, Flood, Sewer, Mines, Other".

**SAI GLOBAL Search Manager**

Home **Property** Commercial & Personal Settlement & Legal Services Quick Searches Encompass Insurance Results & Billing

NSW VIC QLD WA SA TAS ACT NT

## Order Land Titles & Property Certificates

To create a new order, start by entering your **Matter Reference**.

Matter Reference  or Base on a Previous Order  Previous Order Number

Select the items you wish to purchase, then click **Next** to continue

### Land Title Search & Essential Certificates [Learn more](#)

If Title Reference not known, go to [Lookup Title Reference](#)

- Vendor Statement Package (incl. Searches) – House - [What is it?](#)
- Vendor Statement Package (incl. Searches) – Strata - [What is it?](#)

---

- QUICK PICK Top 9 Essential Certificates
- Title Search Online
  - Title Alert - [What is it?](#)
  - Unregistered Plan Alert - [What is it?](#)
- Premium Planning & Heritage Certificate - [What is it?](#)
- Premium Planning Certificate - [What is it?](#)
- Planning Certificate
- Roads Certificate
- Council Land Information Certificate
- Land Tax Certificate
- Water Information Statement
- Building Certificate 328 (1) Permits, certificates, notices etc
- Building Certificate 328 (2) Termite, flood, snowfalls etc
- EPA Certificate
- Owners Corporation Certificate

### Other Online Land Searches [Learn more](#)

- Final Search Statement
- Copy of Plan
- Copy of Instrument or Dealing
- Issue Search
- Title History
- Prelodgement Check
- Dealing Details Report
- List of Titles affected by an Instrument
- OC Premium Report
- Copy of Application
- Copy of Survey Report and Field Notes
- Copy of pre-1942 Yearly Field Notes
- Water Share Record Search
- Water Register Document
- Owners Corp change of Proprietor Alert
- Sales History Report - **NEW!**

### Manual Search Services [Learn more](#)

- Manual Title Search (V/F supplied)
- Manual Title Search (V/F not known)

### Heritage, Water, Flood, Sewer, Mines, Other [Learn more](#)

To submit a VIC Electronic Notice of Disposition (eNOD), go to [this menu](#)

- Copy of Planning Text, Zone, Overlay or Proposed Amendment



# Benefits of Search Manager

- One stop shop for all property and commercial searches and certificates
- Quick and easy ordering process
- Most searches are delivered instantaneously
- Transparent billing information throughout ordering process
- Integrates with SAI Global's own Conveyancing Manager
- Available to business users and the casual/one off users

# *Encompass*

– *What is it?*

What is it?

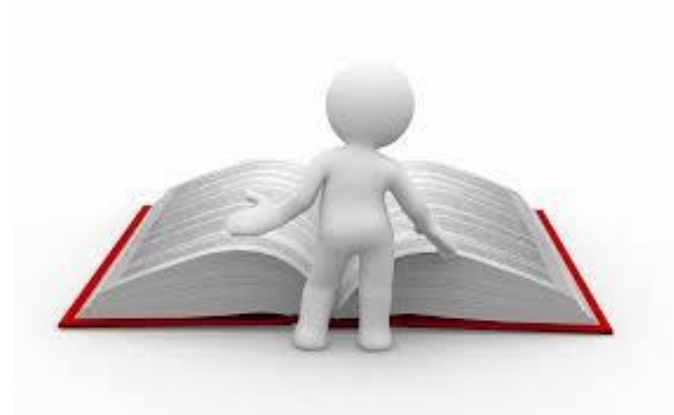


# *What is Valuable?*

Time



Knowledge



# *What is Valuable?*

## Time

If something saves time in business,  
it increases return.

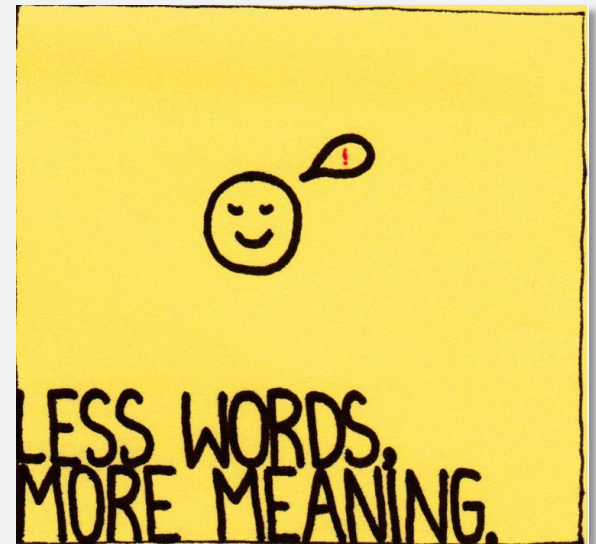


# *Encompass*

A product that allows  
corporate searching to be  
done in a **fraction of the time**  
of standard search  
methodologies.

# *What is Valuable?*

People confuse knowledge with information.



We need to extract meaning from information

*How can we do this  
quickly, efficiently and confidently?*

By using.....



# encompass

the full picture, fast



# From this...

Order number: 29097270  
Your Reference: Training\_Record\_Relational  
22/06/15 19:03

**SAI GLOBAL**  
PROPERTY

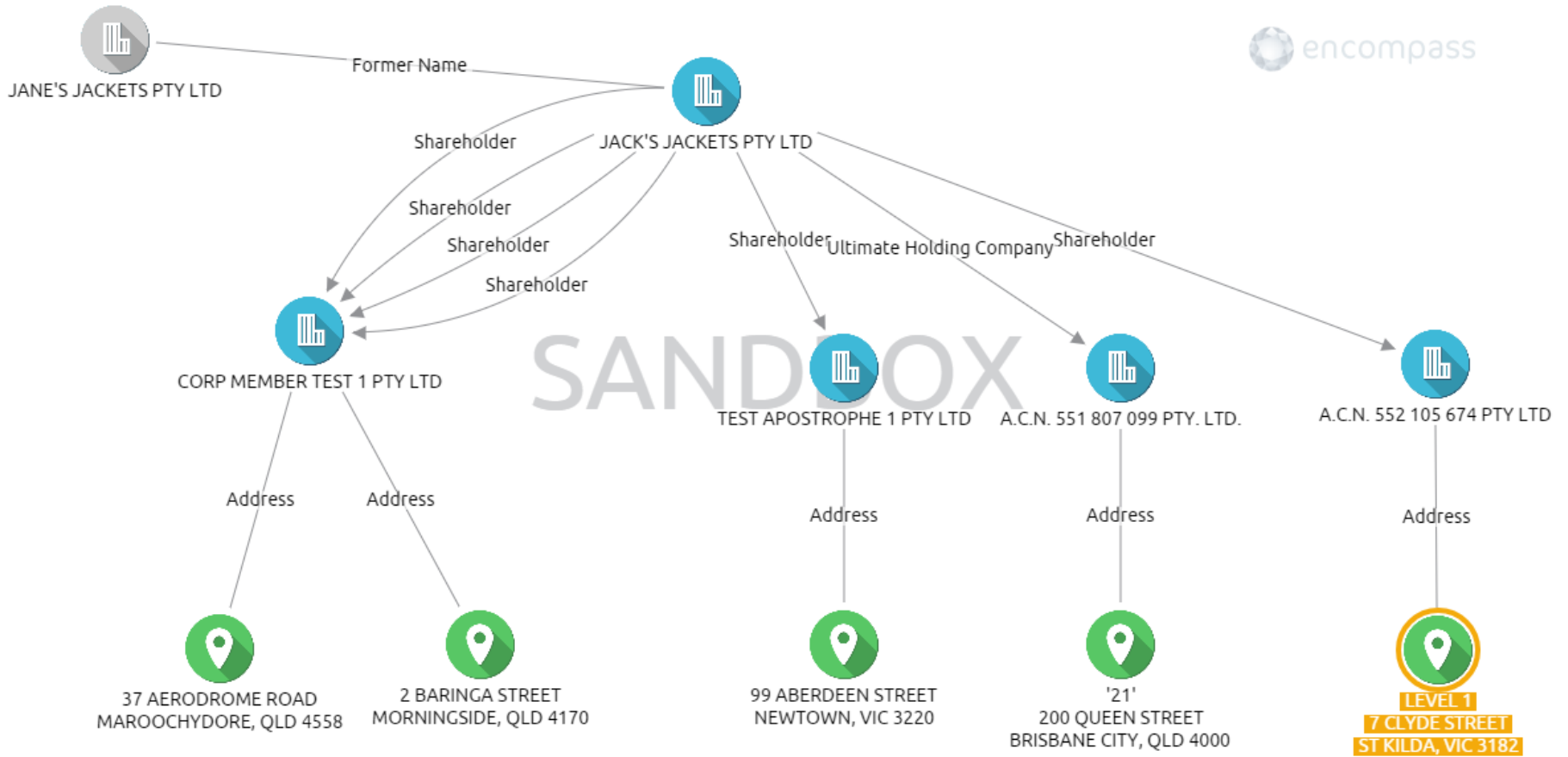
**JACK'S JACKETS PTY LTD 552 092 556**  
**ASIC - Relational Company Extract - JACK'S JACKETS PTY LTD ACN: 552 092 556**

The following is an extract from the ASIC database showing where relevant;  
Proprietary companies in which the subject corporation is a member (only the top twenty members),  
Companies for which the subject corporation is the Ultimate Holding Company,  
Corporations for which the subject corporation is a director,  
Foreign companies for which the subject company is a local agent,  
Securities dealers licenses held by the subject company,  
Securities investment advisers licenses held by the subject company,  
Futures dealers licenses held by the subject company,  
Futures advisers licenses held by the subject company  
Managed Investment schemes for which the subject is the responsible entity.

**IDENTIFICATION**

ACN: 552 092 556  
ABN:  
Current Company Name: \*\*\*TEST DATABASE\*\*\* JACK'S JACKETS PTY LTD  
Registered in: New South Wales  
Place of Registration:  
Registration Date: 02/07/2012  
Previous State Number:

...to this!



# *How does it work?*



# *Let's imagine we need to quickly evaluate a company*

How quickly can we determine its relevant details?

**This set of searches, 37 pages, comprising:**

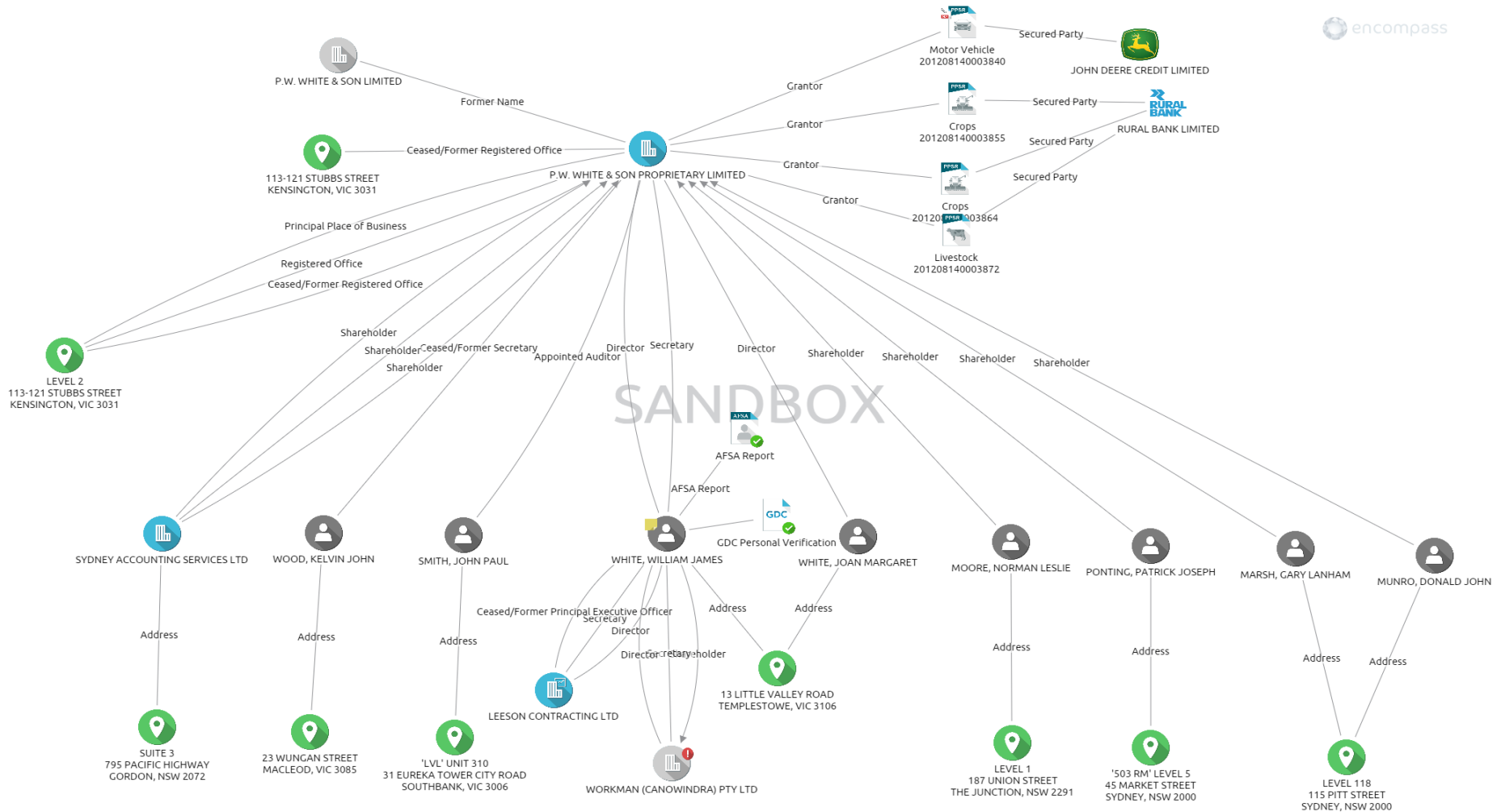
- ASIC Current and Historical Extract
- ASIC Person Current and Historical Extract
- ASFA Bankruptcy Check
- GDC Person Verification
- PPSR Organisation Grantor Search
- Land Title Search
- ASIC Relational Extract

Took 7 minutes

**We saved TIME!!**

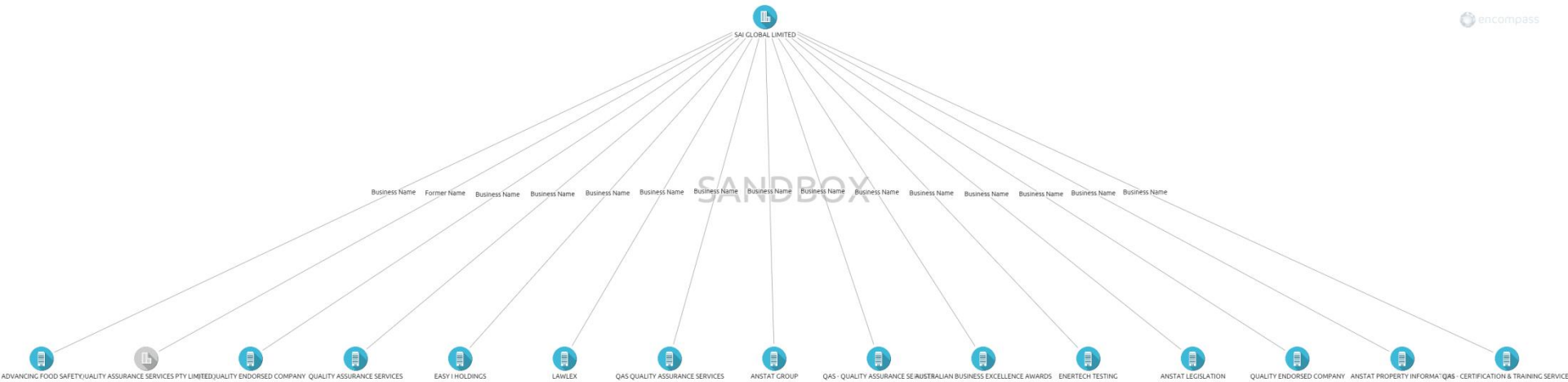


# In the same 7 minutes we also got this...

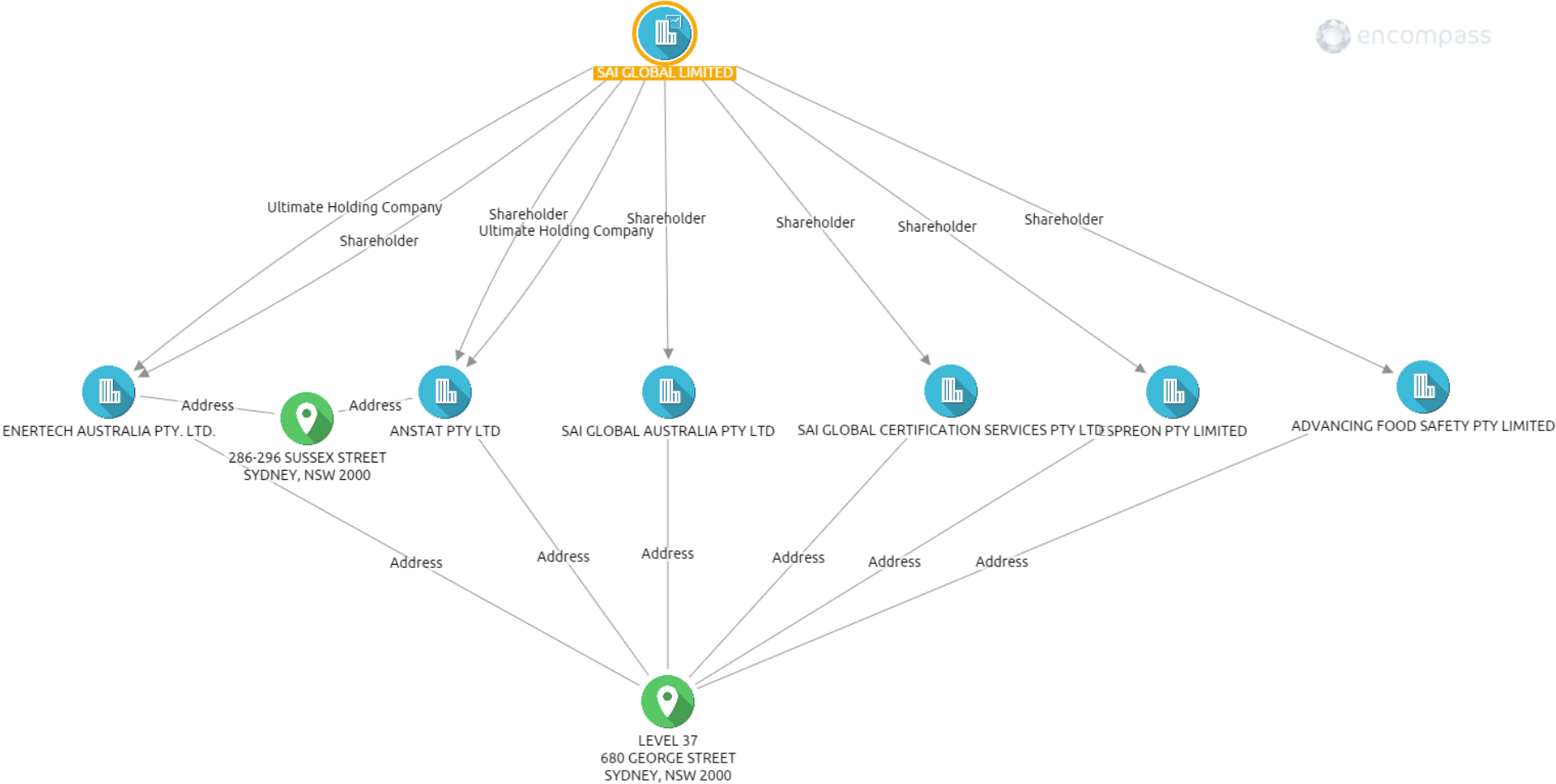


SANDBOX

# SAI Global ABN Lookup



# SAI Global Relational Extract



# Info Panel

The screenshot displays the Encompass software interface. At the top, there is a navigation bar with 'Workspace', 'Documents', 'Edit', 'Search', 'View', and 'Help'. A search bar is present with the text 'Find on Chart' and a 'Contact Support' button. The main area shows a corporate network diagram with a central node highlighted in a red box. This node is connected to various other nodes, including 'P.W. WHITE & SON LIMITED', 'LEVEL 7 113-121 STURBS STREET KENNINGTON, VIC 3031', and several individuals and companies like 'WOOD, KELVIN JOHN', 'SYDNEY ACCOUNTING SERVICES LTD', 'MOORE, NORMAN LESLIE', 'SMITH, JOHN PAUL', 'MARSH, CARY LANHAM', 'MUNRO, DONALD JOHN', 'WHITE, WILLIAM JAMES', 'WHITE, JOAN MARGARET', and 'FORSTING, PATRICK JOSEPH'. Each node has associated details such as 'Former Name', 'Registered Office', 'Principal Place of Business', 'Shareholder', 'Appointed Auditor', 'Director', and 'Secretary'. A large 'SANDBOX' watermark is visible across the center of the diagram.

**Info Panel Data:**

Name	P.W. WHITE & SON PROPRIETARY ...
ACN	004 314 434
Type	Australian Proprietary Company
Status	Registered
Registered In	Victoria
Reg. Date	16 Dec 1953
Start Date	18 Dec 1953

**Additional Panel Data:**

Purchase History	22 Dec 2015
P.W. WHITE & ...	Historical Extract



# Info Panel

The screenshot displays the Encompass software interface with a corporate structure diagram for P.W. White & Son Proprietary Limited. The diagram shows the company at the top, with various roles and entities below it. A red box highlights a 'Shareholder' role in the diagram. Below the diagram, a red-bordered box contains a table with details for the selected shareholder.

Type	Shareholder
Share Class	A
Number Held	1
Beneficially Owned	Yes
Fully Paid	Yes
Joint Holding	No

Additional interface elements include a search bar at the top, a 'Purchase History' section showing a record for '22 Dec 2015', and a 'P.W. White & Son Historical Extract' section with a PDF icon.

# Follow On Searches

The screenshot displays the Encompass software interface. At the top, there is a navigation bar with 'Workspace', 'Documents', 'Edit', 'Search', 'View', and 'Help'. A 'SEARCH' button is prominently displayed. The main area shows a network diagram with 'P.W. WHITE & SON PROPRIETARY LIMITED' at the center. It is connected to various entities and individuals, including 'P.W. WHITE & SON LIMITED', 'LEVEL 2 113-121 STURBS STREET KENNINGTON, VIC 3031', 'WOOD, KELVIN JOHN', 'SYDNEY ACCOUNTING SERVICES LTD', 'MOORE, NORMAN LESLIE', 'SMITH, JOHN PAUL', 'MARSH, GARY LANHAM', and 'MUNRO, DONALD JOHN'. Each entity has associated details like 'Address' and 'Former Name'. A red box highlights a context menu with the following options: ASIC Current & Historical Extract, ASIC Banned & Disqualified, AFSA Bankruptcy Check, Land Search Lookup Title & Deed, GDC Personal Verification, PPSR Person Search, Notes, Attachment, and Properties. The bottom of the screen shows a user profile for 'Surname: WHITE, Given Names: WILLIAM, Middle Name: JAMES, Birth Date: 20 Sep 1929' and a 'Purchase History' section for '22 Dec 2015'.

# Purchase History

Workspace Documents Edit Search View Help

SEARCH

encompass

SANDBOX

Find on Chart Contact Support

PPSR Registr... 16 Dec 2015

P.W. WHITE & ... Historical Extract

WHITE, WILLI... Person Extract

WHITE, WILLI... APFA Browse

WHITE, WILLI... GDC Verification

Purchase History 16 Dec 2015

P.W. WHITE & ... Name Summary (0)

353106748817 Search Certificate

004314434 ACN Summary (4)

201208140003840 Search Certificate

201208140003864 tractor.pdf

201208140003855 Search Certificate

201208140003864 Search Certificate

201208140003872 Search Certificate

Address Search Title Search

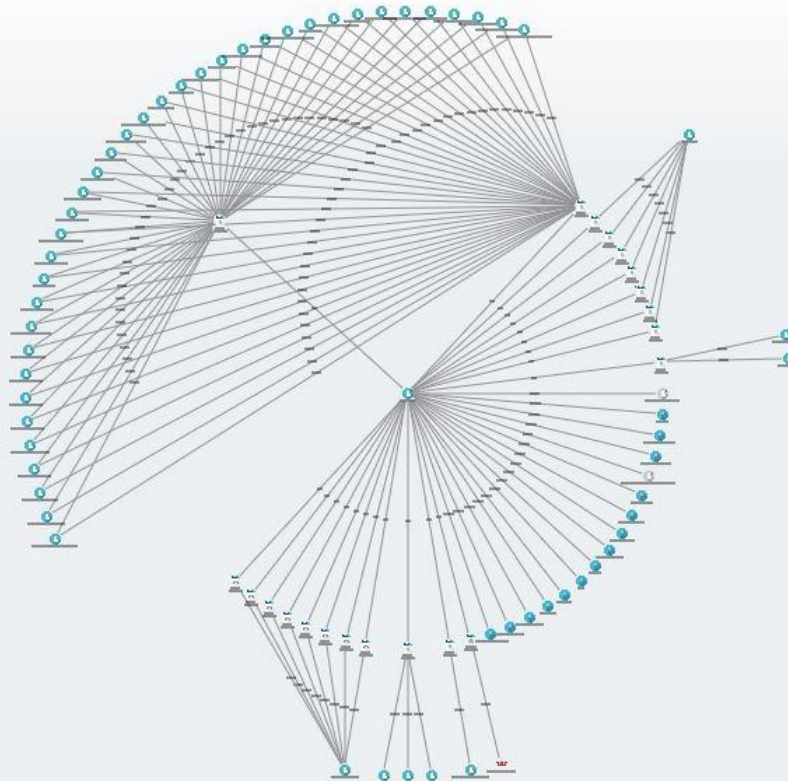
8903/378 Land Title

8903/378 Land Title F...


8903/378 Land Title F...

8903/378 Land Title F...

Name Sandbox-134994 17 Nov 2015 09:15  
Matter Sandbox-134994  
User garyrichard  
Documents 16 of 18 available




Name: tt sai 14 Jan 2016 09:23  
Matter: tt sai  
User: garyrichard  
Documents: 30 of 30 available

 Purchase History  
19 Jan 2016

 PPSR Registr...  
19 Jan 2016

 SAI GLOBAL L...  
Relational Extract

 67050611642  
ABN Summary (1)

ppsr\_registrations-19\_jan\_2016-wppsr5696ce709932e6bdfb93cebb [Protected View] - Microsoft Excel

Protected View This file originated from an Internet location and might be unsafe. Click for more details. Enable Editing

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S		
1	Type	Number	PMSI	Attachmer	Fixed & FI	Transitions	Migrated	Notice Ider	Collateral (	Proceeds	Inventory	Grantor	Secured P	Source Re	Serial Nur	Earlier Nur	Collateral I	Original Re	Address		
2	All PAAP, Except	201112280332149	Not Provid	0	Yes	No	7625	All PAAP,	All Present	Not Provid	SAI GLOB WESTPAC BANKING CORPORATION								Except any personal	SOLAR	
3	Motor Vehicle	201201050719528	Yes	0	Yes	No	CF_47736	Motor Veh	All Present	No	SAI GLOB CUSTOM SERVICE L6G1EK5E5XBL53133									Credit Se	
4	Motor Vehicle	201201050719661	Yes	0	Yes	No	CF_49319	Motor Veh	All Present	No	SAI GLOB CUSTOM SERVICE L6T153KK400X352532									Credit Se	
5	Motor Vehicle	201201300281967	No	0	No	No	155535	Motor Veh	All present	No	SAI GLOB CUSTOM SERVICE LEASING PTY LTD									Credit Se	
6	Motor Vehicle	201201310030728	Yes	0	Yes	No	CF_49319	Motor Veh	All present	No	SAI GLOB CUSTOM SERVICE L6T153KK400X352532									Credit Se	
7	Motor Vehicle	201201310158775	Yes	0	No	No	501656	Motor Veh	All Present	No	SAI GLOB CUSTOM SERVICE L6G1EK8E59CL61383									Credit Se	
8	Motor Vehicle	201202010320499	Yes	0	No	No	155535	Motor Veh	All present	No	SAI GLOB CUSTOM SERVICE LEASING PTY LTD									Credit Se	
9	Motor Vehicle	201507300027875	Yes	0	No	No	520770	Motor Veh	All present	No	SAI GLOB CUSTOM SERVICE LJTDKW3D 201202010									Credit Se	
10	Motor Vehicle	201507300027881	Yes	0	No	No	519896	Motor Veh	All present	No	SAI GLOB CUSTOM SERVICE L6T1BK3FK 201202010									Credit Se	
11	Other Goods	201112201014033	Yes	0	Yes	No	3EN0662	Other Goo	Proceeds :No		SAI GLOB AIR LIQUIDE AUSTRALIA LIMITED, AIR LIC	All gas supplies, cylir	Level 9, :								
12	Other Goods	201112203486869	Yes	0	Yes	No	1711	Other Goo	All present	No	SAI GLOB HP FINANCIAL SERVICES (AUSTRALIA) P	All goods sold, lease	Custom								
13	Other Goods	201206050095858	Yes	0	No	No	00020140E	Other Goo	All present	No	SAI GLOB IFISH FINANCE PTY LTD									Various IT and other c	Settleme
14	Other Goods	201209040066682	Yes	0	No	No	000201477	Other Goo	All present	No	SAI GLOB IFISH FINANCE PTY LTD									Various IT and other c	Settleme
15	Other Goods	201211150032951	Yes	0	No	No	000201661	Other Goo	All present	No	SAI GLOB IFISH FINANCE PTY LTD									Various IT and other c	Settleme
16	Other Goods	201307010084412	No	0	No	No	00020205E	Other Goo	All present	No	SAI GLOB IFISH FINANCE PTY LTD									Various IT and other c	Settleme
17	Other Goods	201307150030131	No	0	No	No	Incentive C	Other Goo	All present	No	SAI GLOB BROOKFIELD (CITY SQUARE LOT 5) PTY										Claire Bi
18	Other Goods	201307150030578	Yes	0	No	No	Incentive C	Other Goo	All present	No	SAI GLOB LATITUDE LANDOWNER PTY LTD, BROO										Claire Bi
19	Other Goods	201307310089776	No	0	No	No	00020211C	Other Goo	All present	No	SAI GLOB IFISH FINANCE PTY LTD									Various IT and other c	Settleme
20	Other Goods	201307310090272	No	0	No	No	00020211C	Other Goo	All present	No	SAI GLOB IFISH FINANCE PTY LTD									Various IT and other c	Settleme
21	Other Goods	201401290426581	Yes	0	Yes	No	67050611E	Other Goo		No	SAI GLOB FUJI XEROX AUSTRALIA PTY. LIMITED, FU	Printer and/or copier	€ FujiXero								
22	Other Goods	201405220029850	No	1	No	No	000202497	Other Goo	All present	No	SAI GLOB IFISH FINANCE PTY LTD									Various PHOTOCOPI	Settleme
23																					
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Ready

# Purchase History



## Workspace Purchase History

Matter Reference: Sandbox-134994  
Workspace Name: Sandbox-134994 17 Nov 2015 09:15  
Report Created: 16 Dec 2015 15:32

## Details

Report Type	Report Details	Date Purchased	Cost
ASIC Historical Company Extract	ACN 004314434	16 Dec 2015 15:29	\$28.27
ASIC Person Extract	WHITE, WILLIAM JAMES	16 Dec 2015 15:29	\$47.61
AFSA Name Browse	WHITE, WILLIAM	16 Dec 2015 15:30	\$22.50
GDC Personal Verification	WILLIAM JAMES WHITE 20 Sep 1929	16 Dec 2015 15:31	\$10.12
PPSR Organisation Grantor Search	Name: P.W. WHITE & SON PROPRIETARY LIMITED	16 Dec 2015 15:31	\$11.11
PPSR Organisation Grantor Search	ACN: 004314434	16 Dec 2015 15:31	\$11.11
Land Title VIC Address Search	13, LITTLE VALLEY, TEMPLESTOWE, 3106, VIC	16 Dec 2015 15:32	\$9.05
Land Title VIC Title Order	VIC, 8903/378, ADDRESS	16 Dec 2015 15:32	\$14.58
Land Title VIC Image Order	VIC, 8903/378, Instrument, E164001	16 Dec 2015 15:32	\$6.86
Land Title VIC Image Order	VIC, 8903/378, Plan, LP087626	16 Dec 2015 15:32	\$6.86
		<b>Total Cost</b>	<b>\$168.07</b>

End of Report

The visualisations allow us to  
extract meaning from  
information

# *Encompass*

## *- Who uses it?*

- Insolvency
- Accounting
- Finance
- Advisory
- Legal Practitioners
- Law Enforcement
- Media



# *Why Do They Use Encompass?*

- ✓ Search using various data sources quicker and easier
- ✓ Visually interpret large amounts of data
- ✓ Manage data with ease
- ✓ Collate, download and share information
- ✓ And be confident they have understood the information!



# encompass

the full picture, fast

A photograph of two men standing in a field of golden wheat. The man on the left is wearing a light blue button-down shirt and jeans. The man on the right is wearing a pink button-down shirt, a brown hat, glasses, and jeans. They are both looking down at a tablet computer held by the man in the pink shirt. The background shows rolling green hills under a clear sky.

*Property*

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*Settlement Room*

# *Our Objective*

- Provide an online platform for legal practitioners to collaborate together, before settlement, to share and compare information.
- Reduce the stress of settlement preparation
- Reduce the likelihood of settlement failure

# *High Level Process*

- A Settlement Room process can be initiated by any party to the settlement via an “Invitation.”
- Verification of information and documents
- Collaboration to agree on a settlement date, time and venue
- Collaboration to submit financial/cheque requirements

# Benefits

- Early insight into information
  - Settlement failure intervention
- One action reaches multiple parties
  - Reduced data entry
- Audit trail of information
- One place for all matters

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*SAI Global settlement  
failure rate less than 0.1%*

Verification of information demonstration



*SAI Global*

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*Under the Bonnet*