

## How do I get started?

- 1 Identify clients with questions such as:
  - How can I focus my imports surveillance resources on preventing the entry of high-risk drugs that are the most likely to compromise the quality and safety of the U.S. drug supply?
  - What alert and detection enhancements will help to identify and address emerging supply chain risks?
  - How can I ensure that foreign drug manufacturers and U.S. establishments are in compliance with good manufacturing practices and Federal regulations?
- 2 Perform a study (project)
  - Subscribe Deloitte Due Diligence-as-a-Service
  - Subscribe Marigold Software-as-a-Service
  - License Marigold In-House Implementation
- 3

## Further questions?

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*Due Diligence. Simplified.*

## What is Marigold?

### Powerful software that simplifies the art and science of due diligence

Marigold is a web-based, commercial due diligence application that was developed to assist commercial and federal clients in monitoring their business partners and entities of interest for indications of risk. Developed in coordination with the Department of Defense, Marigold delivers unparalleled reporting and analysis of supply chains, foreign and domestically held companies, and complex business structures. Marigold captures and codifies Deloitte's years of due-diligence experience and expertise.

Marigold incorporates and analyzes data from subscription and publicly-obtainable sources to identify and assess risks from entities of interest. By automating a significant portion of an analyst's investigatory process, Marigold allows users to focus the majority of their time on evaluating the discovered risks and then honing in on the risks that indicated suspicious business practices and necessitate further investigation. Marigold provides an advanced baseline of discovery from which analysts can build a comprehensive risk assessment of specified entities.

## Why You Should Care

### The Deloitte addressable Federal market for Marigold is \$469 Million

Current processes within the Federal Government are largely manual, reactive, time-consuming, and often reliant on an individual analyst's intuition. Likewise, Federal agencies generally cannot afford the myriad of databases in frequent use by the private sector, nor are the benefits and shortcomings of those databases commonly understood.

Additionally, Federal agencies need to protect themselves from **legal, regulatory, reputational, and business risk**. Competitor approaches are manual, time consuming, and non-standardized. Marigold enables us help our clients address potential issues before they become real problems. An intuitive, easy-to-navigate online gateway provides access to the core platform of services including:

- Aggregating and analyzing relevant data to help identify trends and potential trouble spots
- Analyzing and tracking results and reports in a safe and secure manner
- Documenting a trail for compliance and due diligence activities and outcomes

## Where is Marigold successful?

Marigold and its methodology applies to any client situation requiring **due-diligence investigatory work**.

The Federal market for Marigold includes all agencies or mission charged with:

- Securing a supply chain
- Monitoring for regulatory compliance issues
- Detecting or investigating issues of national security
- Addressing fraud and corruption issues

To-date, Marigold has driven over \$13M in sales across Federal and Commercial clients.

**Case** The Deputy Administrator for the **Transportation Security Administration (TSA)** approached the Marigold team at 5 P.M. on December 20<sup>th</sup> requesting immediate assistance in revealing an illicit network that they hoped to take action against the next morning. Armed only with the generic names and potential locations of five entities of interest, the team leveraged Marigold to unravel and deliver detailed information on two potential networks to the Deputy Administrator at 8 A.M. the next morning. This demonstration of Marigold's capabilities and Deloitte's dedicated service directly led to a new \$5.2 million contract to provide analytical support to TSA.

## How is Marigold unique?

**A valuable tool for business:**

**Increases Accuracy, Thoroughness, and Timeliness:**

- Uniform methodology and approach.
- Incorporates rules across location, finance, legal, corporate, market, personnel and supply chain.
- Meaningful, quantitative risk factors allow for comparison across a group of entities.
- Alerts on critical information.
- Automates and standardizes information gathering tasks that commonly consume the majority of an analyst's time.

**Allows Comprehensive Vetting:**

- Analysts conduct more targeted research based on automated findings.
- Numerous data sources automatically amalgamate information and identify risk across customizable categories.

**Reduces Time and Cost:**

- Marigold enables an estimated 54% reduction in labor vs. comparative manual-due diligence investigation.
- Persistent monitoring provides even greater cost savings over time.

Marigold achieves these benefits by automatically conducting federated searches across a customizable list of leading commercial datasets to collect information about entities of interest. It then queries that information against a tailored list of due diligence rules to assemble an initial corporate dossier and bring noteworthy issues to the analyst's attention. Marigold then engages in on-going monitoring, performing coherent change detection on key business attributes.

## What is the Marigold delivery approach?

Marigold adds value through its four phased process of Aggregating, Automating, Alerting, Analyzing, and Persisting



### Phase 1: Aggregate

Gathering from a global set of data sources, Marigold is able to create a well-rounded corporate profile.

*Outcomes:* Established scope of research.



### Phase 2: Automate & Alert

Alerts are automatically generated based on an extensive due diligence rule set that can be tailored by the user.

*Outcomes:* Interactive profiles for easy access to the most important data points that identify and monitor areas of risk



### Phase 3: Analyze

Users are given a versatile platform to process and analyze company's risk.

*Outcomes:* Expedited research identifying critical factors



### Phase 4: Persist

Following the initial analysis, Marigold continuously monitors and alerts on critical changes to the company.

*Outcomes:* Verified results and continuous refinement and improvement

