

TechTorch Intro

- ❖ Companies of all sizes struggle to successfully digitize.
- ❖ The current options to digitize are extremely manual and financially inaccessible to many companies.
- ❖ Businesses use external consultants, point tools, custom integrations, vendor demos and manual dashboards.
- ❖ These efforts tend to be waterfall, siloed, non-modular, lacking customer centricity, not leveraging best practices and lacking ongoing improvement.
- ❖ The result is high failure rate, expensive bills, slow progress and frustrated employees.

TechTorch is THE revolutionary agile digital platform for businesses to successfully drive digital change at speed and at a fraction of the cost.



The Platform

Configure

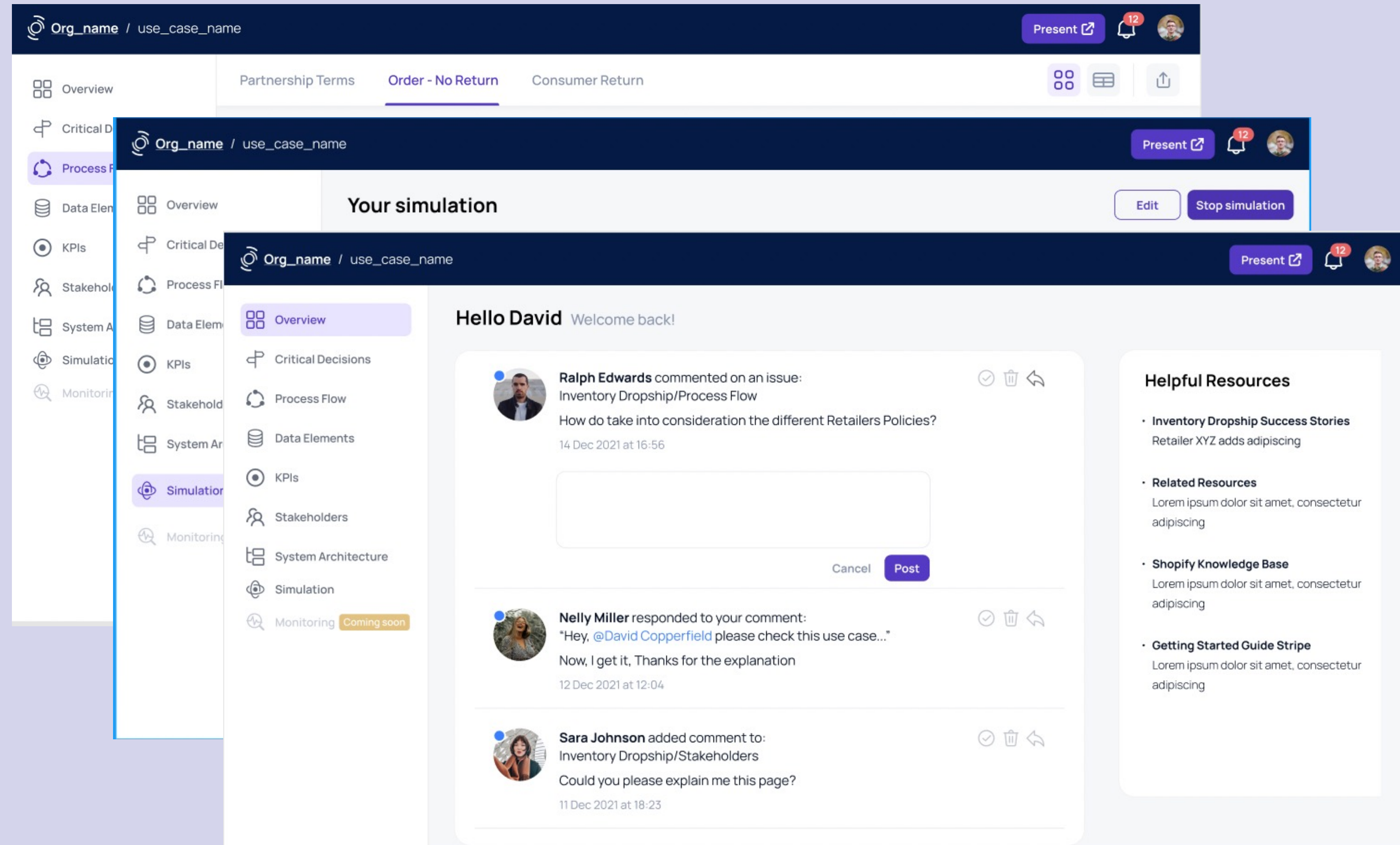
- Use Case Overview
- Critical decisions
- Process flow
- Data Elements
- KPIs & Stakeholders
- Systems architecture

Simulate

- Browse & Select tools for Use Case
- Tools integration
- Data generation
- Private sandbox for simulation

Collaborate

- Single library repository
- Multiple users
- Comments and actions
- Communication
- Integration w/other tools
- Audit trail



Use Cases

Knowledge developed by TechTorch or in collaboration with our customers

Standard use cases are available for purchasing and configuration

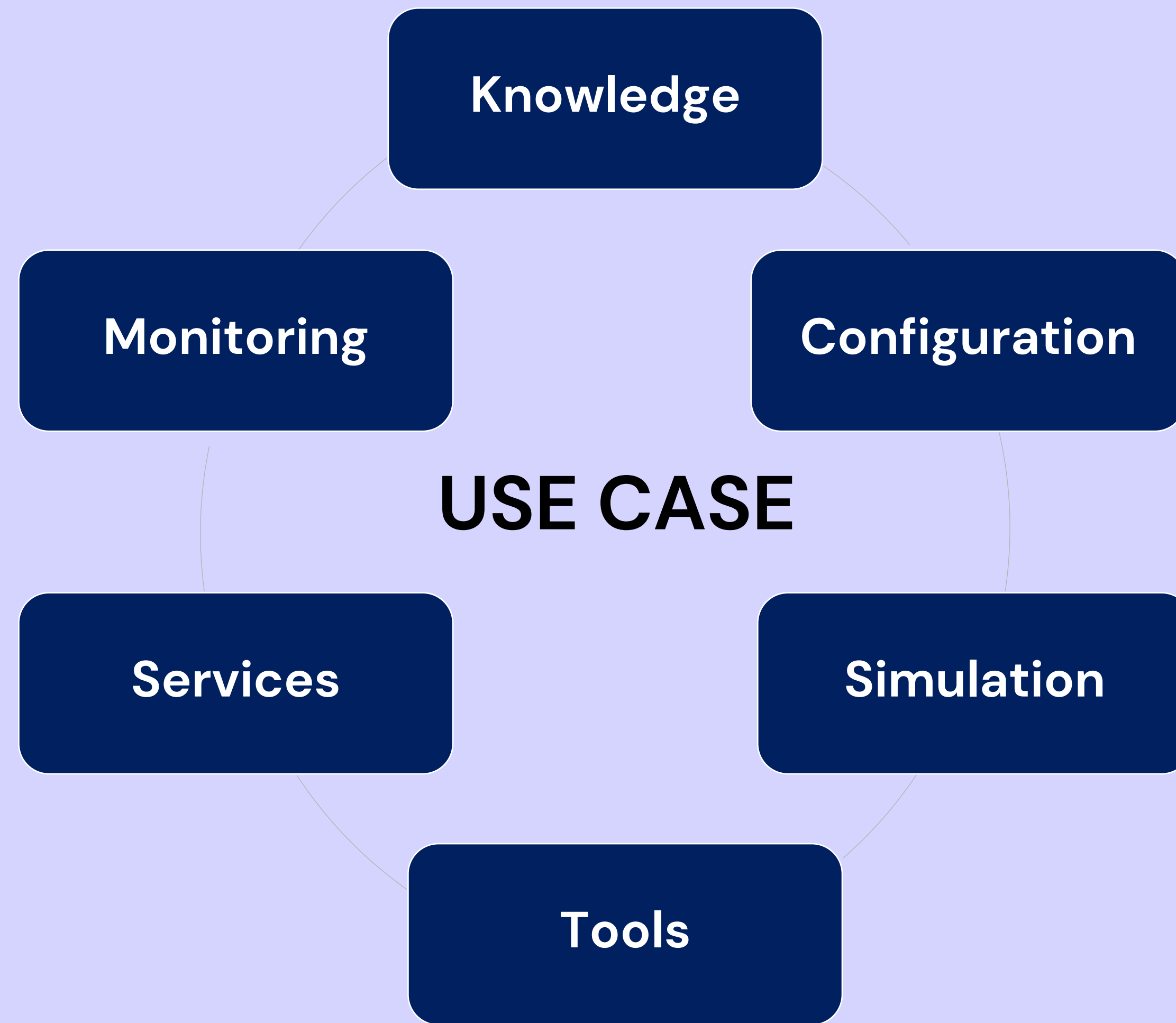
Users can create their own use cases and leverage TechTorch's methodology

The screenshot displays the 'MyCompany / Use Case Library' interface. A dark blue header contains the company logo and a 'Start new Use Case' button. A left sidebar lists categories: 'Use Case Library', 'Customized', 'People', 'Sales & Services', and 'Supply Chain' (highlighted). The main content area, titled 'Supply Chain use cases', features six cards:

- RF(x)** (Basic): Automate, and streamline your Request for Quotations process by leveraging best in class processes supported by the latest technology. Improve your negotiation power and reduce your costs, ensure vendor compliance and ESG goals. Status: Coming soon. Action: Keep me updated.
- Inventory Dropship for Brands** (Basic): Connect inventory with retailers and marketplaces to expand consumer reach and increase inventory productivity. Action: + info, Buy.
- Retail Price Optimization** (Basic): Retail Price Optimization provides Omnichannel retailers with the capability to effectively adjust prices across their channels to maximize consumer willingness to pay, demand, stock level, etc. Status: Coming soon. Action: Keep me updated.
- Procure to Pay** (Basic): It is more critical than ever to have thoughtful visibility into spending, supplier categories, supplier performance, and much more. Coupled with visibility, comes team culture. What do you do with insights and visualizations, and how do you act upon them? Status: Coming soon. Action: Keep me updated.
- Sourcing** (Basic): Sourcing and contract negotiation lay a foundation for a well-run procurement process and department. Without a solid foundation, the processes built atop, will not optimally serve an organization. Start building a resilient, sustainable, best-in-class supply chain with TechTorch Source to Contract use case!
- Source to Pay Insights & Analytics** (Basic):

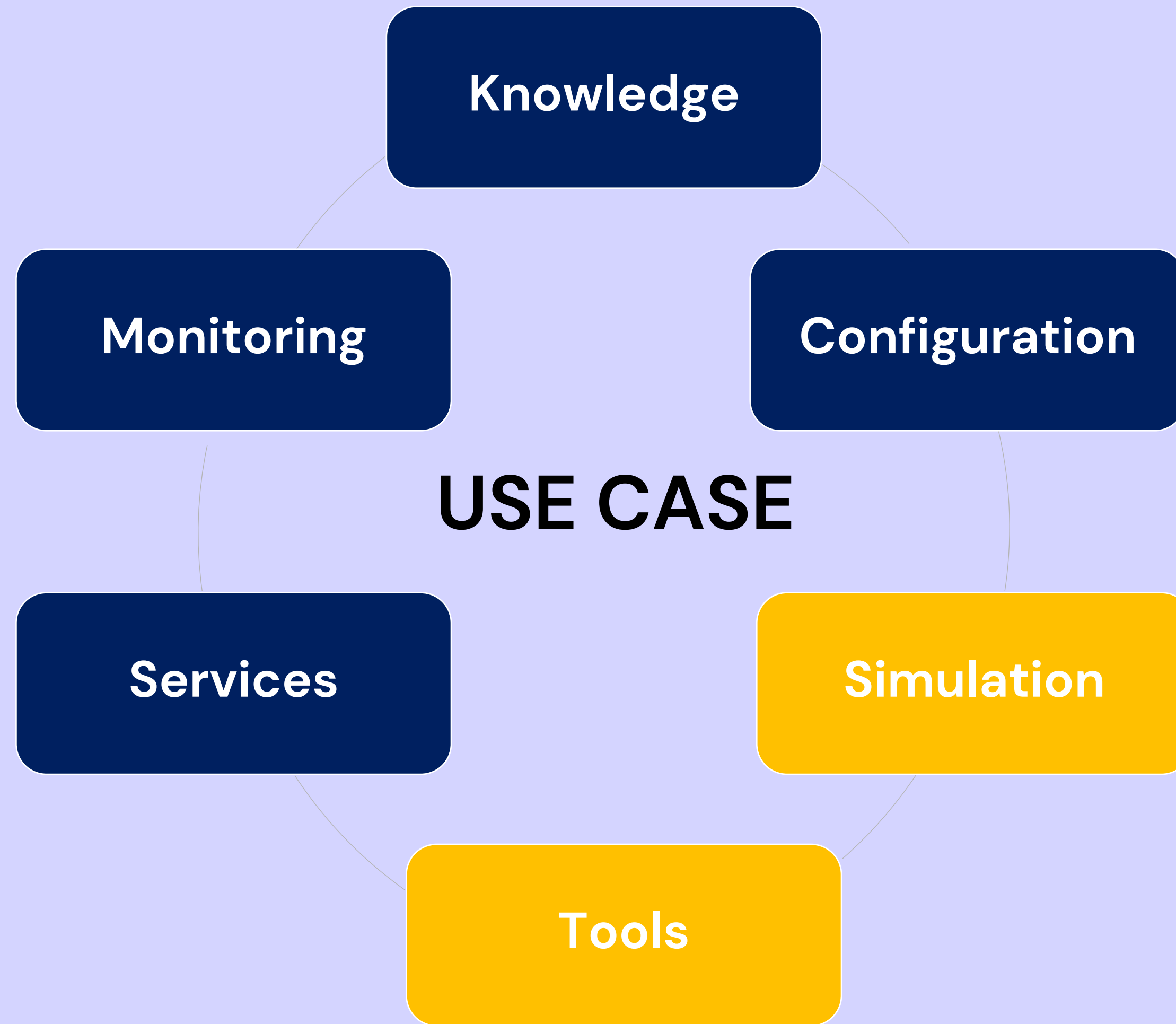
A chatbot icon is visible in the bottom left corner with the text: 'Got any questions? I'm happy to help.'

Use case **environment**



- Each downloaded TechTorch use case has the best-in-class knowledge
- Business cases can configure the use case to their needs
- Simulation is available for each use case, replicating production scenarios
- Tools can be chosen and businesses get assistance in contacting vendor
- Required services can be purchased directly from TechTorch
- Production environments can be monitored with state-of-the art business dashboard
- Use cases get refreshed, making use users have always access to latest information

Software **presence**



Use journey

- For each use case, users will choose simulation scenarios
- A scenario can be simulated via the selection of tools for each capability
- User can access the different tools during a simulation period (expected 15–30 days)
- User can decide to switch tools for a specific capability
- At the any point during the simulation, user can decide to purchase the tool
- TechTorch simplifies the purchasing process by providing all the information and requirements to vendor
- In case additional services (e.g. integrations) are required, TechTorch provides access to the right Service Providers

Value to TechTorch **software partners**

Offering value proposition

- **Better market positioning:** Information on most relevant use cases and customizations for Tool
- **Improved offers:** Information on simulation journeys and user feedback
- **Prioritized integrations:** Information on most requested 3rd party integrations

GTM

- **Increased market:** tool as part of complete use cases
- **“Warm(er) leads”:** with fully educated customers (higher propensity to buy)
- **Faster selling cycles:** pre-integrations and simulations

Deployment

- **Cheaper:** Integration recipes for customers
- **Access to integrators:** Marketplace of resources to implement integrations
- **Value realization:** Production dashboards

Thank you

Miguel Vasconcellos
miguel@techtorch.io
312 972 9943

Jordi Moncada
jordi@techtorch.io
415 691 9877

Victor Mier
victor@techtorch.io
+415 691 9877