

# What is Tiri?

## Background

All businesses rely on vendor relationships. Swingtide helps clients source, contract, and manage vendors with a focus primarily on IT vendors and complex relationships. As Swingtide grew and supported more clients, we sought automation to support the function more efficiently. While the software market is filled with contract repositories and workflow tools, none had the necessary functional intelligence, breadth, or data quality controls that were needed.

Swingtide developed Tiri, a tool that supports the full sourcing, contracting, and vendor management functions. It includes features that experts in these areas appreciate. It offers transparency to the full life cycle of a relationship and provides a means to increase customer leverage. Swingtide is exploring offering Tiri to organizations with mature sourcing functions. This tool was built by experts for experts.

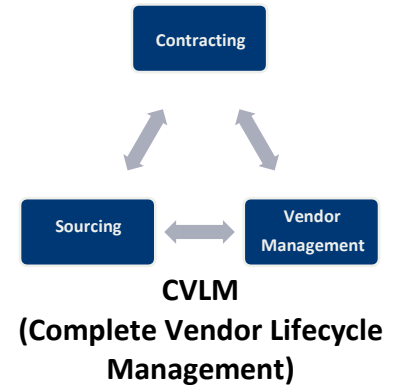
Included with Tiri is 24/7/365 support from the Tiri Operations Center (TOC), a team dedicated to ensuring that the data in Tiri is high quality to maximize value. As part of implementation, the TOC ensures quality data is entered, instilling confidence in the information that supports the future work.

When you are using Tiri, the Tiri Operations Center will monitor usage (to help optimize your processes and ensure compliance with policies), assist with any issues, and provide custom reporting. As usage expands, Swingtide intends to offer periodic reviews to discuss functional roadmaps, resolve issues, and provide insight into CVLM improvements from across industries.

## Features and Benefits

Tiri changes how vendors are engaged and managed to put the buyer in control. It offers unprecedented transparency and makes proactive a typically reactive function. Tiri will help put you in the “yes” column when it comes to these important questions.

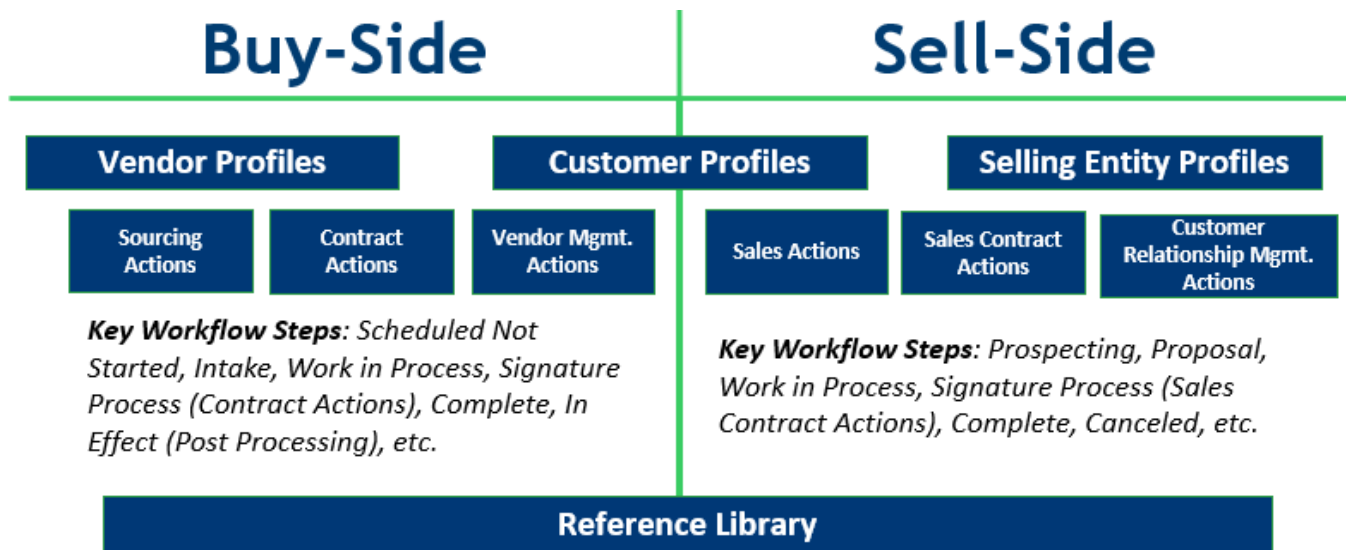
- Do you have a contract calendar that lets you see upcoming contract actions so you can proactively negotiate the best deal?
- Can you identify all your vendors, and their data protection and security obligations (new requirements from many boards or cyber insurance companies)?
- Are you able to leverage your entire organization’s relationship with a vendor or do you react piecemeal to individual wants as they arise?
- Do you know if an incumbent vendor has fulfilled its obligations from the last contract before renewing?
- Are you sure you have paid the right amount on invoices – counts and valid charges?
- Are you sure you are in compliance with the obligations under your contracts, so you won’t be surprised by upcharges and penalties?
- Do you know what software entitlements you have to compare to usage data?
- Are you using a competitive sourcing process and incorporating knowledge of vendor performance to get the best deal?



Tiri also offers the following features that drive tangible benefits for your organization:

Feature	Benefit
A comprehensive “all actions” calendar	You will know what work needs to be done when, in time to do it right. This includes contract reviews prior to expiration or auto-renewal, key deliverables, governance meetings, etc. You will also have a full view of the entire relationship to maximize leverage and scale, even if it is split across contracts or departments.
A continuously managed library of vendor profiles	You can accurately see the complete vendor relationship. Each vendor is listed once (no more “IBM” vs. “IBM Corp.”). Vendor acquisitions, subsidiaries, and divestitures are clear and connected. Vendor alerts will also help you stay up to date with the latest news that may affect your organization.
Spend and other detailed reporting	You will know what is contractually committed and what is forecasted to be spent with a vendor. This provides a basis for invoice validation and budgeting.
Instant workflow step updates	You will have visibility into real-time status of active sourcing, contracting, and vendor management actions.
Time and expense modules	Your organization can track time to specific activities, allowing you to work more efficiently or guide training and development plans.
A contact database	You don’t have to waste time looking for the individuals at the vendor or in your organization that worked on an action. All contact information will be right at your fingertips (and support business continuity if staff changes).

## Tiri Structure



**Key Workflow Steps:** *Scheduled Not Started, Intake, Work in Process, Signature Process (Contract Actions), Complete, In Effect (Post Processing), etc.*

**Key Workflow Steps:** *Prospecting, Proposal, Work in Process, Signature Process (Sales Contract Actions), Complete, Canceled, etc.*

**Other Functions:** *Analyst Profiles, Contact Database, Dashboards, Project, Product and Service Reporting, Time and Expense, Searchable Repository*

**Security:** *Role-Based, AWS Hosted, Folder-Level Protection, Document-Level Protection*