EOTcore Overview

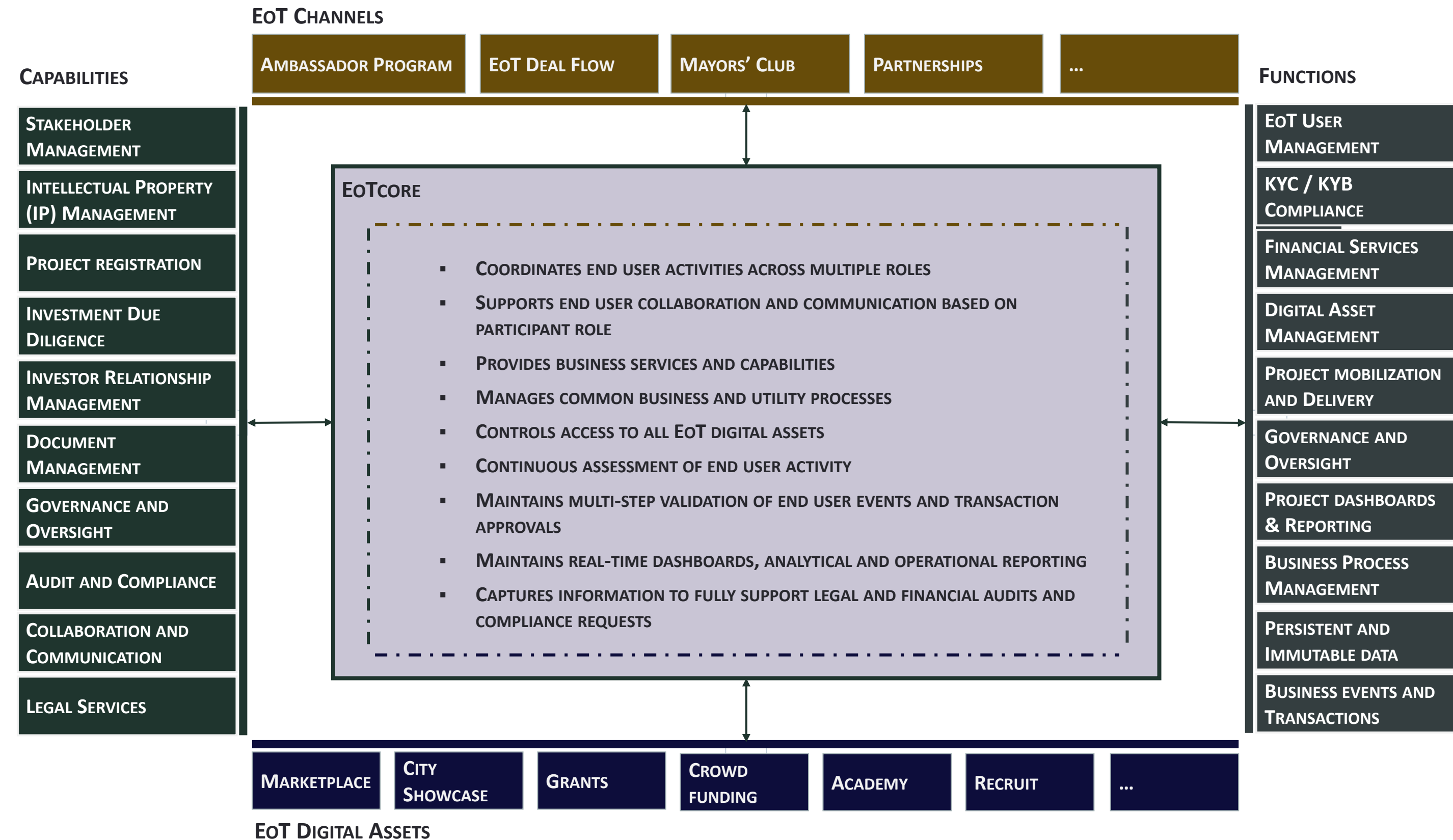**EXPO XXI: WARSAW POLAND**

EoTcore: An Overview

AN INTEGRATED ECOSYSTEM SUPPORTING COORDINATION OF ALL ACTIVITIES OF DIVERSE STAKEHOLDER GROUPS

EoT CHANNELS

AMBASSADOR PROGRAM	EoT DEAL FLOW	MAYORS' CLUB	PARTNERSHIPS	…

CAPABILITIES

- STAKEHOLDER MANAGEMENT
- INTELLECTUAL PROPERTY (IP) MANAGEMENT
- PROJECT REGISTRATION
- INVESTMENT DUE DILIGENCE
- INVESTOR RELATIONSHIP MANAGEMENT
- DOCUMENT MANAGEMENT
- GOVERNANCE AND OVERSIGHT
- AUDIT AND COMPLIANCE
- COLLABORATION AND COMMUNICATION
- LEGAL SERVICES

EoTCORE

- COORDINATES END USER ACTIVITIES ACROSS MULTIPLE ROLES
- SUPPORTS END USER COLLABORATION AND COMMUNICATION BASED ON PARTICIPANT ROLE
- PROVIDES BUSINESS SERVICES AND CAPABILITIES
- MANAGES COMMON BUSINESS AND UTILITY PROCESSES
- CONTROLS ACCESS TO ALL EoT DIGITAL ASSETS
- CONTINUOUS ASSESSMENT OF END USER ACTIVITY
- MAINTAINS MULTI-STEP VALIDATION OF END USER EVENTS AND TRANSACTION APPROVALS
- MAINTAINS REAL-TIME DASHBOARDS, ANALYTICAL AND OPERATIONAL REPORTING
- CAPTURES INFORMATION TO FULLY SUPPORT LEGAL AND FINANCIAL AUDITS AND COMPLIANCE REQUESTS

FUNCTIONS

- EoT USER MANAGEMENT
- KYC / KYB COMPLIANCE
- FINANCIAL SERVICES MANAGEMENT
- DIGITAL ASSET MANAGEMENT
- PROJECT MOBILIZATION AND DELIVERY
- GOVERNANCE AND OVERSIGHT
- PROJECT DASHBOARDS & REPORTING
- BUSINESS PROCESS MANAGEMENT
- PERSISTENT AND IMMUTABLE DATA
- BUSINESS EVENTS AND TRANSACTIONS

EoT DIGITAL ASSETS

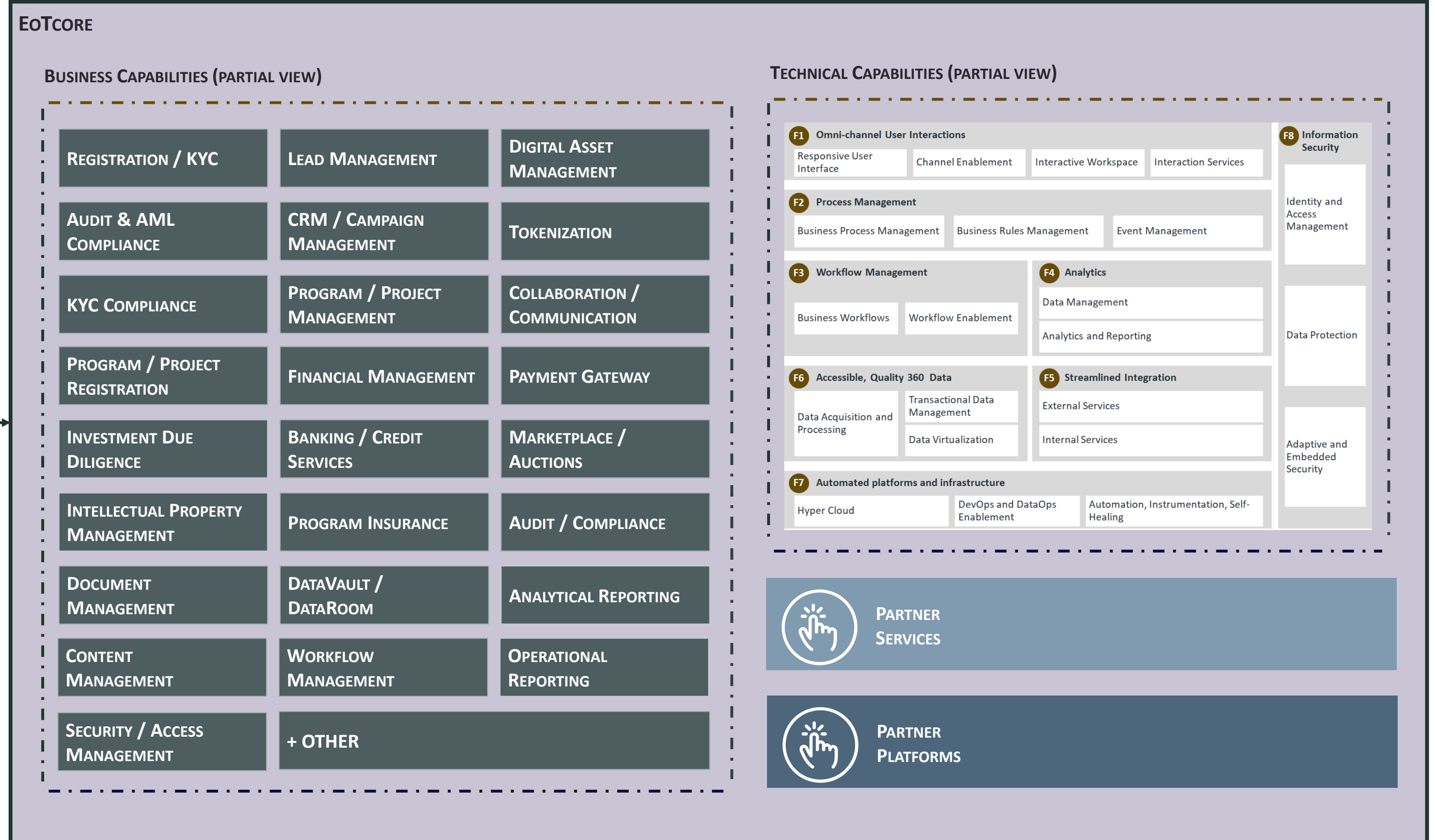| MARKETPLACE	CITY SHOWCASE	GRANTS	CROWD FUNDING	ACADEMY	RECRUIT	…

EoTCORE GUIDING PRINCIPLES

- DO NOT RE-INVENT WHAT IS ALREADY AVAILABLE IN THE MARKET
- INTEGRATE EXISTING CAPABILITIES INTO EoT ECOSYSTEM
- LEVERAGE VENDOR / PARTNER SERVICES VIA EoT ABSTRACTION LAYER – ENABLES INSULATION OF EoTCORE TO SUPPORT SWITCHING TO NEW BUSINESS CAPABILITIES AS THEY ENTER THE MARKET
- LEVERAGE VENDOR / PARTNER SECURITY MODEL HOWEVER DEPLOY AND MANAGE EoTCORE-BASED ACCESS TO ENSURE PROPER USE OF INTERNAL ASSETS

EoTcore: High-level Use Cases

MULTITUDE OF DIFFERENT PROJECTS ARE MANAGED VIA COMMON SET OF BUSINESS PROCESSES

PROJECT PIPELINE

- LOGISTICS / SHIPPING
- PLANNING, ARCHITECTURE & DESIGN
- EXPORT / IMPORT MANAGEMENT
- ENGINEERING
- MANUFACTURING
- ENERGY PRODUCTION & DISTRIBUTION
- BIOMASS PRODUCTION
- WATER MANAGEMENT
- WASTE MANAGEMENT
- SMARTCITY PROGRAM
- COMMERCIAL DEVELOPMENT
- RESIDENTIAL DEVELOPMENT
- MOBILE / TELECOM
- CARBON CREDIT MANAGEMENT
- MUNICIPAL SERVICES
- PROCUREMENT / EPC
- CYBER SECURITY
- EDUCATION
- OTHER

EoTcore

BUSINESS CAPABILITIES (PARTIAL VIEW)

REGISTRATION / KYC	LEAD MANAGEMENT	DIGITAL ASSET MANAGEMENT
AUDIT & AML COMPLIANCE	CRM / CAMPAIGN MANAGEMENT	TOKENIZATION
KYC COMPLIANCE	PROGRAM / PROJECT MANAGEMENT	COLLABORATION / COMMUNICATION
PROGRAM / PROJECT REGISTRATION	FINANCIAL MANAGEMENT	PAYMENT GATEWAY
INVESTMENT DUE DILIGENCE	BANKING / CREDIT SERVICES	MARKETPLACE / AUCTIONS
INTELLECTUAL PROPERTY MANAGEMENT	PROGRAM INSURANCE	AUDIT / COMPLIANCE
DOCUMENT MANAGEMENT	DATAVAULT / DATAROOM	ANALYTICAL REPORTING
CONTENT MANAGEMENT	WORKFLOW MANAGEMENT	OPERATIONAL REPORTING
SECURITY / ACCESS MANAGEMENT	+ OTHER	

TECHNICAL CAPABILITIES (PARTIAL VIEW)

F1 Omni-channel User Interactions

Responsive User Interface	Channel Enablement	Interactive Workspace	Interaction Services

F2 Process Management

Business Process Management	Business Rules Management	Event Management

F3 Workflow Management

Business Workflows	Workflow Enablement

F4 Analytics

Data Management
Analytics and Reporting

F6 Accessible, Quality 360 Data

Data Acquisition and Processing	Transactional Data Management
	Data Virtualization

F5 Streamlined Integration

External Services
Internal Services

F7 Automated platforms and infrastructure

Hyper Cloud	DevOps and DataOps Enablement	Automation, Instrumentation, Self-Healing

F8 Information Security

- Identity and Access Management
- Data Protection
- Adaptive and Embedded Security

PARTNER SERVICES

PARTNER PLATFORMS

EoTcore: You Know Who You Are Working With

ALL STAKEHOLDERS MUST COMPLETE THE ON-BOARDING

FDI Agencies

Non-government Agencies (NGOs)

Organizations
- Institutional Investors
- Private Investment Funds
- Sovereign Funds
- Family Offices
- Financial Services (i.e., banks, insurance)
- Private / public companies

Grants
- Institutional
- Private Foundations
- Government Agencies

Individuals
- Private Investors
- Subject Matter Experts
- Global Ambassadors
- Economic Development Officers

ON-BOARDING PROCESS OVERVIEW

- INITIAL REGISTRATION AND DATA COLLECTION, INCLUDES ALL INDIVIDUALS WORKING ON BEHALF OF ORGANIZATION

- KYC AND KYB PROCESSES[1]

- MULTI-JURISDICTION SANCTION SCREENING

- PEP[2] SCREENING

- AML[3] COMPLIANCE, ANTI-BRIBERY & CORRUPTION, FRAUD COMPLIANCE CHECKS

- BASED ON RISK PROFILE, CONTINUOUS MONITORING OF ACTIVITIES BOTH INSIDE AND OUTSIDE OF EoT [4] ECOSYSTEM

- KYC PROCESS RE-CERTIFICATION

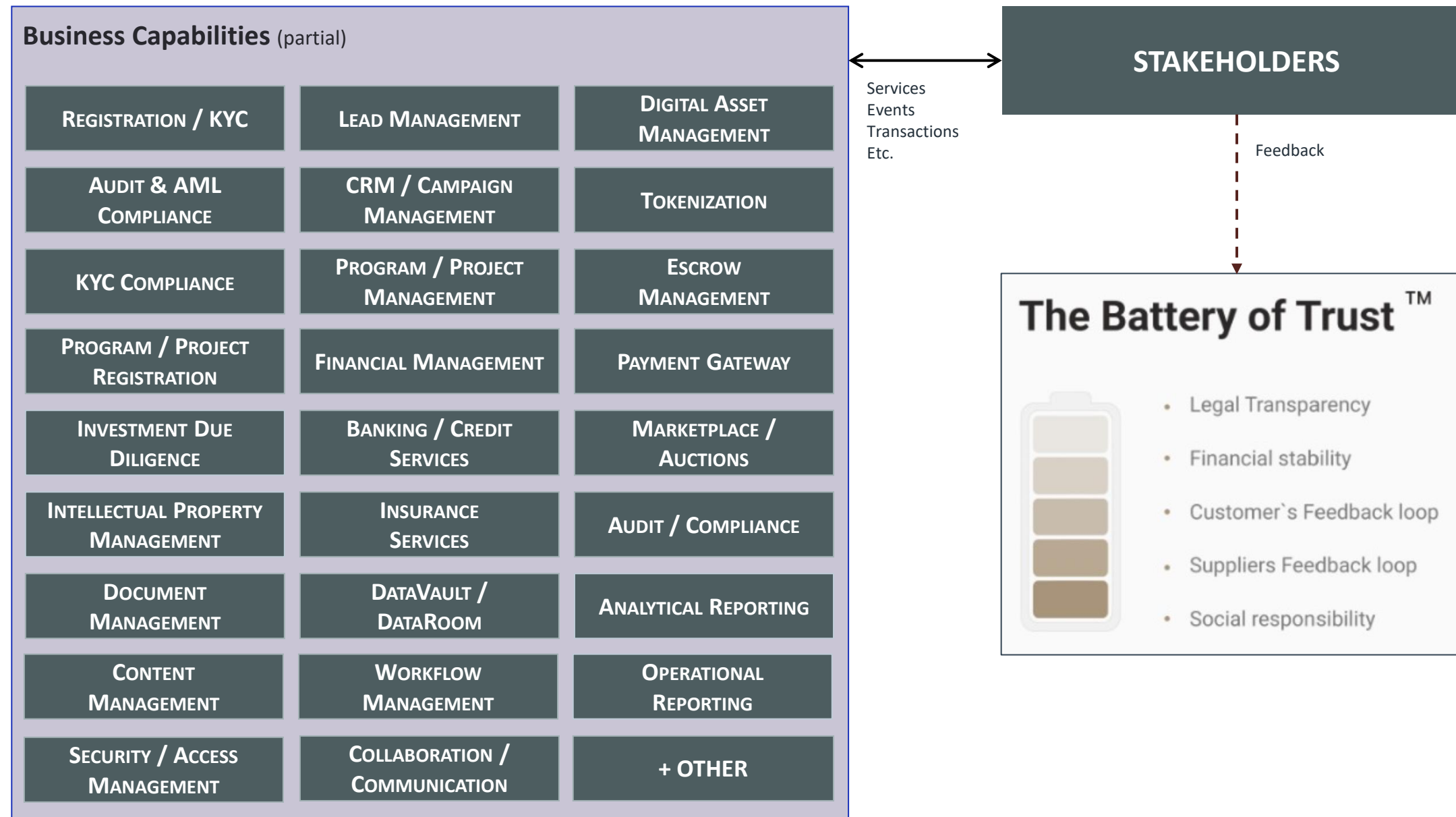- PROJECT-SPECIFIC REQUESTS TO ENSURE COMPLIANCE WITH REQUIRED REGULATIONS

(1)   Know Your Customer (KYC) and Know Your Business (KYB)
(2)   Politically exposed persons
(3)   Anti-money Laundering
(4)   Economy of Trust

STAKEHOLDER MANAGEMENT **EoTCORE** **EoT USER MANAGEMENT**
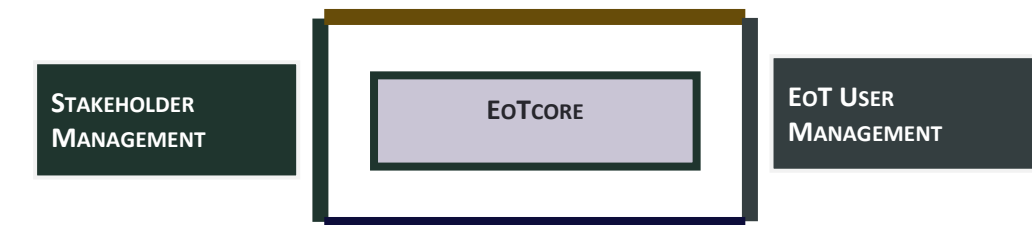
EoTcore: Active Monitoring and Feedback Loop

MANAGED SERVICES, EVENTS AND TRANSACTIONS ARE SUBJECT TO FEEDBACK LOOP FROM THE PARTICIPANTS

Business Capabilities (partial)

REGISTRATION / KYC	LEAD MANAGEMENT	DIGITAL ASSET MANAGEMENT
AUDIT & AML COMPLIANCE	CRM / CAMPAIGN MANAGEMENT	TOKENIZATION
KYC COMPLIANCE	PROGRAM / PROJECT MANAGEMENT	ESCROW MANAGEMENT
PROGRAM / PROJECT REGISTRATION	FINANCIAL MANAGEMENT	PAYMENT GATEWAY
INVESTMENT DUE DILIGENCE	BANKING / CREDIT SERVICES	MARKETPLACE / AUCTIONS
INTELLECTUAL PROPERTY MANAGEMENT	INSURANCE SERVICES	AUDIT / COMPLIANCE
DOCUMENT MANAGEMENT	DATAVAULT / DATAROOM	ANALYTICAL REPORTING
CONTENT MANAGEMENT	WORKFLOW MANAGEMENT	OPERATIONAL REPORTING
SECURITY / ACCESS MANAGEMENT	COLLABORATION / COMMUNICATION	+ OTHER

Services
Events
Transactions
Etc.

STAKEHOLDERS

Feedback

The Battery of Trust ™

- Legal Transparency
- Financial stability
- Customer`s Feedback loop
- Suppliers Feedback loop
- Social responsibility

The Battery of Trust ™

- All stakeholders, vendors and individual participants will have an initial Score based on profile assigned during on-boarding process.
- Composite score is applied if multiple roles and engagement models are active during evaluation period
- Activity-driven scoring is applied to all engagement models and are time-based
- Supplier, Customer and Partner feedback, both negative and positive, attribute to the overall score.
- Deterioration of the overall score will trigger a re-evaluation event that may impact business arrangements between stakeholders
- The Battery of Trust is visible on all individual and company profiles along with feedback received

Contact

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