



# Transparency, Accountability and Reliability



PARTNERSHIPS ARE VITAL, BUT THEY CAN BE CHALLENGING WHEN IT COMES TO BUILDING TRUST



**Transparency is essential.** Everyone engaged with the initiative must have access to same information, insights, and key open issues.

**Accountability is mandatory.** Setting expectations and communication regarding plans and priorities of the initiative will give all partners confidence that results can be delivered on time and within budget.

**Reliability is key** in any partnership. Just as it's important to hold yourself accountable, it's also critical to provide reliable and effective support to your partners to help them achieve their goals.



# Transparency as a Governance Mechanism

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TRANSPARENCY, OPENNESS AND TRUST ARE NATURAL AND LOGICAL EVOLUTION OF BUSINESS RELATIONSHIP



**Transparency** is a key operational principle that allows for reconciliation of interests enforced by platform governance, regulations and business needs

**Openness** is a competitive advantage, it accelerates innovation, attracts and promotes most efficient use of the capital and promotes network effect by orchestrating outcomes across entire ecosystem.

**Trust advantage** is a key driver that provides business incentive to engage in value-generating interactions. Traditional Financial services have adopted this mindset - trust is the core of their business.



# Value Proposition



THE FUTURE IS NOT POWERED BY TRANSACTIONS, ITS' FOCUS IS TOWARDS THE OUTCOMES



**Innovation and transformation are a multi-dimensional duo** whose impact must drive change, away from ingrained culture and values of the legacy environment that has been **corrupt and non-transparent**.

To manage dynamics of **uncertainty** which is a natural human condition, proposed approach incorporates it as a core consideration and business value proposition that would lead to successful results.

Focusing on outcomes is the practical way to build a partner-centric relationship as foundation in creating a sustainable and high value business propositions.



# You Know Who You Are Working With

ALL STAKEHOLDERS MUST COMPLETE THE ON-BOARDING



## On-boarding process overview

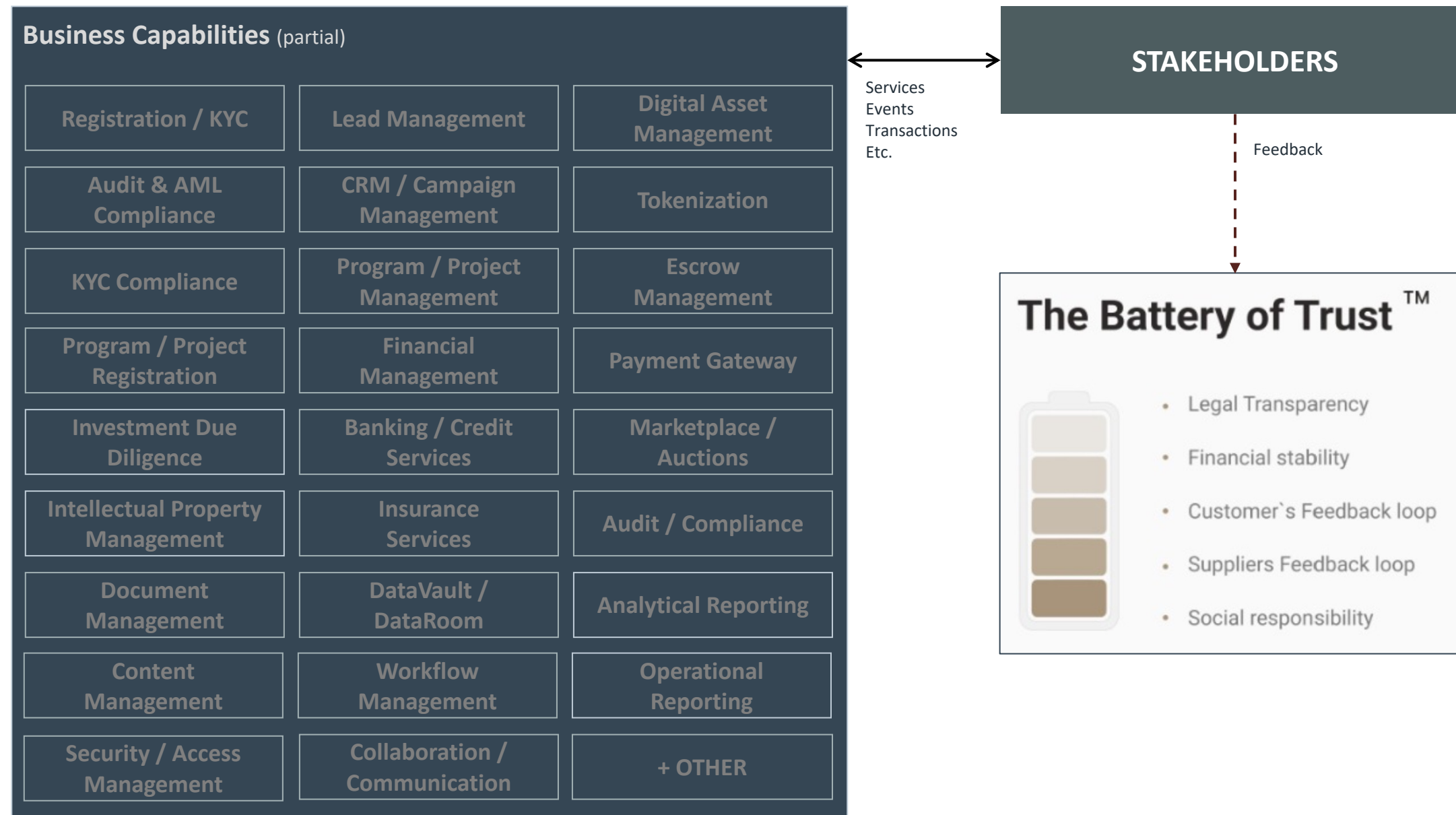
- Initial registration and data collection, includes all individuals working on behalf of organization
- KYC and KYB processes<sup>1</sup>
- Multi-jurisdiction sanction screening
- PEP<sup>2</sup> screening
- AML<sup>3</sup> compliance checks
- Based on risk profile, continuous monitoring of activities both inside and outside of EoT<sup>4</sup> 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

# Active Monitoring and Feedback Loop

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

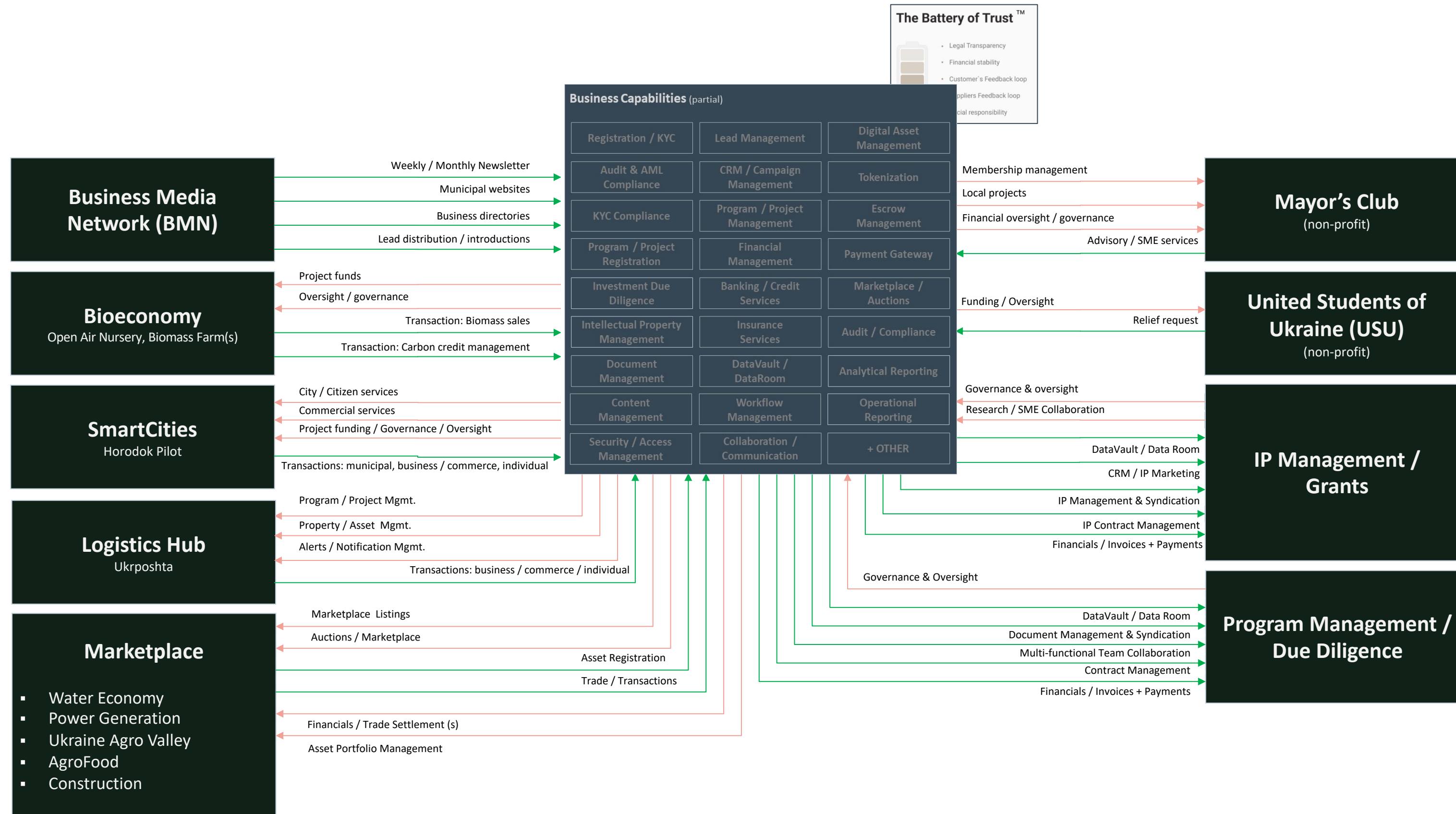


## The Battery of Trust™

- 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

# Network Effect

COORDINATION OF ACTIVITIES BETWEEN PARTNERS ACCELERATES TIME-TO-MARKET



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