

VISUAL ILLUSTRATIONS

RISK UNDER
ONE **ROOF**

JIM WETEKAMP
(CEO, RISKCONNECT)

riskconnect
Integrated Risk Management Solutions



CHECKOUT CUSTOMER CASE STUDIES

HOW WELL YOU MANAGE RISKS LIMITS HOW EFFECTIVELY YOU REALIZE YOUR **VISION**

MOST OF YOU HAVE EXPERIENCED A RISKY EVENT... OR 3!



GOVT: MORE P.P.T.

SOLUTION: AUTOMATION AND INTEGRATION

DATA HELPS YOU AUTOMATE SOLUTIONS YOU CAN INTEGRATE



WE AIM TO BE ONE OF THE BEST PLACES TO WORK

OPENING KEYNOTE AND AWARDS PRESENTATION



LET'S REMEDIATE SOME RISKS!

ALL UNDER ONE ROOF

AWARDS



BUSINESS CONTINUITY & RESILIENCE

STAKEHOLDER ENGAGEMENT
EMPOWER TALENT

TRANSPARENCY & AUDIT

ACCOUNTABILITY IN FRONTLINE

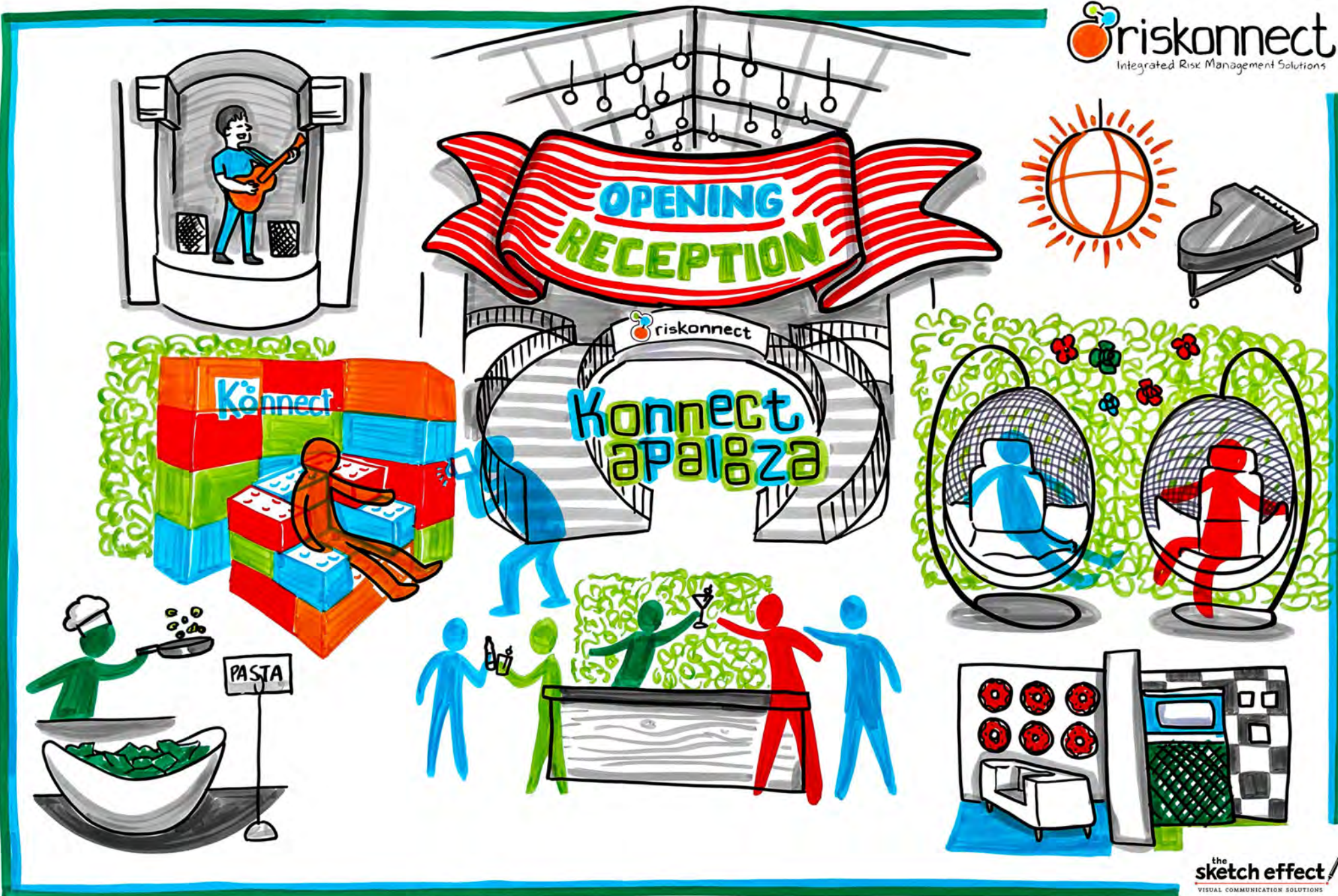


WE WANT TO DIGITIZE YOUR ORGANIZATION (TO 2000+ CUSTOMERS)

NOW WE CAN MANAGE **ESG**



the sketch effect!
VISUAL COMMUNICATION SOLUTIONS



MICHAEL RASMUSSEN

STEPS:
 RECOGNIZE PEOPLE
 TECHNOLOGY STAGES UNEXPECTED
 CONNECT POLICIES WITH RISK
 MAKING IT EASIER
 5.0 4.0 3.0 2.0 1.0 GRC

2022 GRC MARKET: A GRC FUTURE OF AGILITY, RESILIENCY & INTEGRITY

EVERYONE IN THIS ROOM IS DOING GRC

HOW CAN YOU DO IT MORE AGILE, RESILIENT, AND WITH INTEGRITY

MY NAME IS...
 GRC
 ERM
 IRM



WHAT IS OUR FUTURE?

IT'S WHAT YOU DO, NOT WHAT YOU CALL IT, OR BUY



WE TAKE RISKS EVERY DAY

RISK IS LIKE FIRE - ROOSEVELT

HAVE TO SEE THE FOREST FOR THE TREES OR THE LEAVES FOR THE BRANCHES

ACCOUNTABILITY VS. RESPONSIBILITY

POLICIES

- G: RELIABILITY ACHIEVE OBJECTIVES
- R: ADDRESS UNCERTAINTY
- C: ACT WITH INTEGRITY

GOVERNANCE

RISK MANAGEMENT

COMPLIANCE

CLIMATE CHANGE
 ESG
 PURPOSE-DRIVEN WORK
 GDPR
 TRUST

FOLLOW-UP
 INTEGRITY
 DO WHAT YOU SAY YOU STAND FOR

ATTITUDE
 BEHAVIOR
 CULTURE

IT BRINGS IN LEFT AND RIGHT BRAIN



KATHRYN CARLSON



PRODUCT ROADMAP

- ADDITIONAL THREAT FEEDS
- CUSTOM FIELD REPORTING
- HEATMAP
- PROJECT RISK INTEGRATION
- BASE PRODUCT REPORTING 12+
- API INTEGRATIONS BC3R
- SSO
- DASHBOARD
- MOBILE MDM
- RCSA
- OCR
- EHS BEST PRACTICE
- NOTIFICATIONS METRICS
- SOX 6-12
- RK ALERTS
- BULK DOWNLOAD
- THREAT INTELLIGENCE
- 3RD PARTY
- 6 MONTH
- INTAKE
- STANDARDIZE DASHBOARDS
- STRATEGY REPORTING
- BOWTIE
- SOX
- RK REBRAND
- LINE SLIP
- CERTIFICATE MANAGEMENT
- FIELD-BASED WORKFLOW
- 6 PRODUCT LINES
- NEAR TERM 6 MOS
- MID TERM 6-12 MOS
- LONG TERM 12+ MOS



WE LOVE HEARING FROM YOU

WE HAD 31 RELEASES THIS YEAR!

- COMMUNITIES TO COLLECT INFO
- HEALTHCARE
- INSURANCE
- CLEAR SIGHT
- ESG
- TEXTING APP
- WORKFLOW IMPROVEMENT
- ACTIVE RISK
- THREAT INTELLIGENCE



WE PRIORITIZE THE ABUNDANCE OF IDEAS AROUND OUR MAIN PURPOSE:

ONE PLATFORM THAT ALLOWS ORGS TO MANAGE RISK UNDER ONE ROOF & RESPOND COLLECTIVELY

1 EXPAND & INNOVATE



2 INTEGRATED RISK MANAGEMENT EXPERIENCE



3 IMPROVE TIME TO VALUE OF OUR SOLUTIONS



- MORE EFFICIENCY
- EASY TO LEARN
- REDUCE ERRORS
- EASY TO REMEMBER

PLEASING DESIGN

SO EASY TO USE!

4 ANALYTICS & INSIGHTS

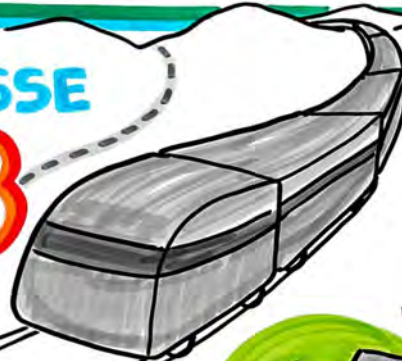


- BUILDING NEW APPS
- NEW APPS
- 1000101100
- 011010
- 01100
- CUSTOMER DATA
- 0101001
- 000111
- TPA's
- CUSTOMER SUCCESS PORTAL
- LOGIN



FRITZ HESSE

?????
IS TIME ON YOUR SIDE?



WHAT WOULD YOU DO WITH YOUR SUPERPOWER?



USING RISK CONNECTORS

WE'RE MAKING IT EASIER TO TAKE ALL THE DATA UNDER ONE ROOF TO SOLVERISK

TIME VALUE OF RISK UNDER ONE ROOF



1) THE PACE OF CHANGE IS SPEEDING UP

ACQUIRED 94 COMPANIES IN 20 YEARS

"MOVE FAST AND BREAK THINGS" -f.b.

2) DIGITAL TRANSFORMATION IS RELEASING NEW POTENTIAL

3) 4TH INDUSTRIAL REVOLUTION IS HAPPENING



4) THE RISK LANDSCAPE IS MORE COMPLICATED



TECHNOLOGY-LED INTEGRATION IS IMPERATIVE



TIME VALUE INTEGRATION

TOPLINE GROWTH
BOTTOM LINE GROWTH
BUSINESS ENABLER
BETTER EFFICIENCY



INTEGRATION CAN BE A MAJOR ISSUE



BUT IT'S GETTING BETTER



CITIZEN INTEGRATION

NO CODE / LOW CODE



THE RISKIEST LINK

ROUND 5

SRA
SCHEDULE RISK ANALYSIS

BOWTIE ANALYSIS
LINKS RISK TO CAUSE

DUKE ENERGY SERVES 6 STATES

ROUND 4

CONGRATS BECKY

BODYGUARD SOUNDTRACK

RISK APPETITE IS THE RISK YOU WANT TO TAKE ON

DISCOUNT TIRE IS BIGGEST IN WORLD

ROUND 1

SMART SEARCH USES AI

RCA
ROOT CAUSE ANALYSIS

ROLLING ACTION LOG

8 HARRY POTTER FILMS



BETTY WHITE INTERVIEWED FOR BLANCHE

OVER 25% OF TEAM WORK ON EXPANDING CLIENTS' PROJECT CAPABILITIES



A.E. SYSTEMS: AEROSPACE INDUSTRY

750-1 BILLION ANNUAL CLAIM RECORDS



OLD CASTLE IS LARGEST BUILDING MATERIALS COMPANY



ROUND 2

RISK MANAGEMENT SHOULDN'T BE GIVEN MORE AUTHORITY

MUST KEEP INNOVATING

DONALD DUCK



YOU CAN BE SURE IF ITS WESTINGHOUSE

HOW EXPAND VALUE OR RISKCONNECT

UNDER ONE ROOF

FULL HOUSE DOG: COSMO



PLANET HOME LENDING WILL PLANT 100,000 TREES



RISK OF HYBRID WORKING



CYBER-SECURITY



3RD PARTY RISKS? REGULATORY

WHERE IS BEST PLACE TO MANAGE RISK?

UNDER ONE ROOF



GRC
GOVERNING RISK MANAGEMENT COMPLIANCE

1885 FOUNDED: AT&T



KEY BANK IS IN OHIO



RMS VS. RMIS SOFTWARE

MOST OF THE COMPANY RESPONSIBLE FOR TRANSPORTATION IN LONDON.

LONDON TRANSPORTATION

EXPLOSION OF DATA DRIVING I.R.M.



ROB QUAIL

WHAT'S WRONG WITH ERM

WHAT WAS E.R.M. BUILT FOR?
TO GIVE ADVICE IN RISKIER SITUATIONS

IT DRIFTED TO MEAN S.O.X.

THE MODELS ARE LIMITED

THEY CAN'T PREDICT EVERYTHING

Q:A

HOW GET PEOPLE TO TAKE TIME FOR ERM?

CALL IT SOMETHING ELSE!



6.5 LACK OF ROLE CLARITY

6 FIXATION ON THE DOWNSIDE



IT'S GOOD!
IT'S HELPFUL FOR ALLOCATING RESOURCES

3 DECIMAL PLACES
RISK: 1.533

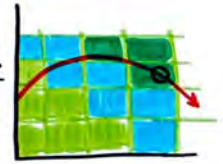
MAKES IT SEEM MORE SPECIFIC THAN IT IS

HEATMAPS ARE TOO SIMPLIFIED

5 MISUSE OF MODELS



DECISIONS FOR RISK IS A CURVE, NOT A HEAT MAP



3 ADHERENCE TO OLD, STATIC PROCESSES

FAILURE OF ONE IS LIKELY TO CAUSE IMPACT IN ANOTHER

4

TREATING RISKS AS DISCRETE ITEMS

SHOCKS HAPPEN EVERY FEW MONTHS



TURNED INTO A DOC TO SHOW BOARDS

1 OVER EMPHASIS ON FEEDING THE REPORTING BEAST

WE'RE MISSING THE OPPORTUNITY TO DRIVE CHANGE



WE NEED MORE REPORTS!

I'M HUNGRY

GIVE THOSE DOING COOL THINGS THE TOOLS



AND THAT WILL ATTRACT OTHERS



2 NOT ENOUGH INJECTION INTO DECISION MAKING TOOLS : PROCESSES



CONTRACTS



INVESTMENT



BLACK SWAN RISKS

RICH KULESA
BRIAN ZAWADA

BUSINESS CONTINUITY AND RESILIENCE: STRATEGY, DIRECTION, CLOUD GEOGRAPHICALLY DIVERSIFIED AND CONNECTION

WE DO BUSINESS ANALYTICS
WE'RE AN OLD COMPANY LIKE AN OLD CAR ADDING MODERN FEATURES ON



Q ERM IN YOUR BUSINESS?

THERE IS A CORRELATION TO CONTINUITY

E.G. WAR IN UKRAINE:

WE EVALUATED ALL THE FACTORS THAT MIGHT BE RELATED

Q BUSINESS OUTCOMES?

SAFETY
CONTINUOUS SERVICES

HEY! WHAT HAPPENED TO MY NETFLIX?

Q WHAT CONCERNS?

CYBER-SECURITY
COMPLY WITH DATA REGULATIONS

Q C-SUITE BUY IN?

WE LOOK AT MOST LIKELY, MOST IMPACTFUL RISKS

DO A TABLETOP TEST



Q DISASTER RECOVERY?

HOW SUCCESSFUL HAVE PAST TESTS BEEN

Q OPERATIONAL RESILIENCE?

3RD PARTY SUPPLIERS DATA BREACH



HOW STAY ON TOP OF ORG CHANGES

Q WHAT'S YOUR NEXT TARGET?



9-11
HURRICANE SANDY, IA
CYBER-ATTACKS
ICE STORM (AUSTIN)

SHOWED US WE NEEDED TO PLAN

THE BOARD'S GPS LEVERAGING ERM AS YOUR PATH TO THE BOARDROOM

Oriskonnnect
Integrated Risk Management Solutions

HOW DO WE CHANGE THE MINDS OF THOSE ABOVE US?

CXO'S:
THEY HAVE SOME THINGS IN COMMON



BIG PICTURE THINKERS

"A CULTURE CAN LIMIT THE RISKY DECISIONS" - RESEARCH

CATER TO THE PERSONALITY OF THE LEADER

SHOW THE BOTTOM LINE

IT'S NOT ABOUT YOU

KNOW THEIR JOB'S FUNCTION

AMBIGUITY TOLERANT
QUANTITATIVE
COMPETITIVE

QUICK DECISIONS (UNPOPULAR ONES)

TOLERATES CONFLICT

SPEAK IN THEIR LANGUAGE

REAL RISK

"RISK OVERSIGHT WOULD BE A HELP" - RESEARCH

AS 3 LIKE SCENARIOS

RISK RELATIONSHIPS

ALIGNED ASSURANCE

ACTION PLANNING
ENABLE INNOVATION



COMPENSATION-DRIVEN
DATA DRIVEN
↓ CONVERTED TO WORDS

LEARN FROM THOSE IN THIS ROOM



the sketch effect!
VISUAL COMMUNICATION SOLUTIONS

EDUARDO GAMEZ Ph.D
WESTINGHOUSE

ERIK KLUG
WESTINGHOUSE

Westinghouse

DRAMATICALLY MOVES THE NEEDLE WITH A PORTFOLIO VIEW OF PROJECT RISK

KEY FACTORS:

WESTINGHOUSE IS WORLD LEADER IN NEW POWER GENERATION

WERE APPLYING RISK MANAGEMENT TO ALL OF OUR BUSINESS UNITS

MINI NUCLEAR

NEW NUCLEAR

DECOMMISSIONING

PORTFOLIO (2,500 PROJECTS AT ANY GIVEN TIME)

STAFFING DECOMMISSIONING
NEW PLANTS
FIELD SERVICES
ETC.

DECISION POINT:
QUANTITATIVE

MATURITY OF ORG.

BOTTOM-UP VS TOP-DOWN

DEFINING ULTIMATE GOAL

SPREADSHEETS WEREN'T GREAT FOR 3000 ENGINEERS

TWO PROJECTS THREATENED US WITH BANKRUPTCY

WE NEEDED A BETTER WAY TO TRACK STATS (RISK) FOR THE PORTFOLIO

HELP ?!

WE WENT UP FROM 35% → 85% COVERAGE

NOW WE'RE DOING RISK FOR 89%

WE SET STANDARDS AT THE TOP

MONTHLY OPERATING REPORT

TRACK FUNDING

CHANGE MANAGEMENT

MPSR DASHBOARD

FUTURE GROWTH AREAS

MATURE THE MODEL

SME TEAM ENHANCED TRAINING
DIRECT INTEGRATION

IT IS A CULTURE CHANGE

LINK TO CORPORATE STRATEGY

SUPPORTING BU PRESIDENTS

VERSATILITY OF REPORTS

ADDITIONAL USES

EVOLUTION FROM RISK

ADAPTING THE TOOLS

DEVELOPING OF FLOWWORKS

PEOPLE TRAINING OF BOOTS ON THE GROUND

PROCESSES - EMBEDDED

TOOLS

NEEDS OF LAYERS

VISIBILITY

QUESTIONNAIRES ENTRY POINT FOR FAST START

LEVERAGE THE TOOLS

POWER B.I.

VC REPORTS

ROBOT ANALYSIS

MONTE CARLO

ARM EXPRESS

IMPORT FEATURES

KEEP AN OPEN LINE FOR FEEDBACK

CINDY TAM
SLALOM CONSULTING

KEITH FORTSON
DELOITTE

ESG AND THE IMPACT ON RISK MANAGEMENT

WHAT IS ESG?

A NEW LABEL ON WHAT WE ALREADY DO



WHY DO WE TIE THESE TOGETHER?



NOW IT'S VIEWED THROUGH A FINANCIAL LENS

DATA CHALLENGE TO REACH OUT TO SUPPLY CHAIN

COMPANIES WHO PRIORITIZE ESG HAVE A 12.5% DECREASE IN EVENTS



ESG INCLUDES EVERYONE



STRENGTHEN RELATIONSHIP



WALMART FINANCIALLY REWARDED THEIR SUPPLIERS

POICIES AROUND ENVIRONMENTAL?

SUPPLY CHAIN HAS HUGE IMPACT

HOW DO COMPANIES IMPROVE?

POLICY

INCENTIVIZE IT



COLLABORATE TO MAKE YOUR WHOLE INDUSTRY BETTER



BMW IS SOURCING LOW CARBON STEEL

COLLABORATION?

MANY COMPETITORS HAVE SAME SUPPLIERS

ONE COMPANY CAN'T SAVE THE WHOLE PLANET

SHARE BEST PRACTICES



KEYS FOR OPERATION?

ESG CAN ACTUALLY BENEFIT YOUR COMPANY

- THE PURPOSE PREMIUM
- NEW MARKETS
- BRAND
- FASTER GROWTH
- SAVINGS
- EMPLOYEE ATTRACTION

REPORTING?

TCFD STANDARDS

CAN BE SO EXPENSIVE BUT THERE IS A GLOBAL CONVERGENCE FOR THESE STANDARDS



START WITH THE INDUSTRY STANDARDS

THEN PERSONALIZE IT

WHAT MATTERS TO YOU AS A COMPANY?

TRANSPARENCY (GRACE TO FAIL)

HOW DO YOU SET TARGETS?



HOW MOVE ALONG THEIR JOURNEY?

DETERMINE WHICH AREAS FIRST

COLLECT DATA



THE CUSTOMER SUCCESS FRAMEWORK

JOHN SHAW

SANDI ADKINS

KIMBERLY GOULD

ADVICE FOR OTHER CUSTOMERS
BE TRANSPARENT WITH RISKCONNECT ABOUT EXPECTATIONS

AND TO SHARE INFORMATION BETWEEN CUSTOMERS

CASE PORTAL IS A GOOD PLACE TO SEE RAIL STATUS

LOGIN
Password



THINK OUTSIDE THE BOX

YOUR SUCCESS IS OUR SUCCESS

TURNOVER: PUSHING USER ADOPTION

WE HAD A FREE-FOR-ALL THIS HELPED US BE DELIBERATE OF WHERE/HOW TO USE OUR DATA

VALIDATION 3 STEPS FORWARD

OUR TEAM IS LOOKING FOR NEW WAYS TO SERVE YOU

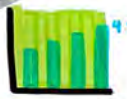


SUCCESS PORTAL



CASE SURVEY TRENDS

HOW'D WE DO?



SUCCESS SUCCESS

ROADMAP IMPACT?

CAPABILITY ASSESSMENT?

YOU AREN'T UTILIZING THIS TOOL

THESE USER GROUPS NEED SOME TLC

CUSTOMER HEALTH SCORE



"RELATIONSHIPS" ARE OUR HIGHEST SCORE RIGHT NOW

WHAT TOOLS ARE YOU USING?

CAPABILITY ASSESSMENT



WHY IS OUR SCORE SO LOW?! IN THIS

ADoption ROADMAP

HEALTH MODEL

HOW ARE YOU DOING?

36 CUSTOMERS IN OUR PERFECT 5 CLUB



SUCCESS PLAN

WHAT'S YOUR GOAL?

HOW'S THE SUCCESS PLAN GOING? (AT SCHNEIDER)

NOW FIGURING OUT OUR PRIORITIES

HELPED US SEE WHERE IS THE BOTTLE NECK



CUSTOMER SERVICE VS. CUSTOMER SUCCESS

INTERVIEW: YOU HELPED DEFINE OUR OBJECTIVES

LOST SOME TALENT... THESE TOOLS HELP KEEP CONTINUITY



OUR SUCCESS FRAMEWORK

CAME ONSITE: TO MEET: SEE

INFO SHARING HELPED A LOT

THE PASSING ZONE

INNOVATION COLLABORATION AND EXECUTION



OWEN

JON

I.C.E.
INNOVATION
COLLABORATION
EXECUTION

THE BEST WAY TO REMEMBER IS TO MAKE A CHEESEY ACRONYM ... OUT OF ORDER!

CHECKOUT OUR COLLABORATION

THREE PILLARS OF TEAMWORK

- 1 COMMON GOAL
- 2 TRUST EACH OTHER
- 3 STAY COOL IF YOUR BUTTS TOUCH

WEEE!
VACCINATION IS FUN

COLLABORATION

EXECUTE



EACH OF YOU IS AN IMPORTANT PART OF RISKCONNECT

INNOVATION

VACCINATION IS RISK MANAGEMENT!

HOW CAN WE MAKE VACCINATION FUN FOR KIDS?

I HAVE AN IDEA

25.5 INCHES

I'M WORKING HARD

