



Welcome to the new CVM -- Questions & Answers About Our Recent Acquisition

Background

As you have likely heard, CVM Solutions has been acquired by supplier.io. The following FAQs have been developed to help our customers and partners gain more insight into this transaction and provide additional context for our user community.

Why did supplier.io purchase CVM Solutions?

When we started supplier.io, we set out to transform and improve work processes and information availability and accuracy for supplier diversity teams. We saw that the technology and data solutions available to supplier diversity programs had not kept up with the changing needs of the market.

We embarked on a mission to address this, and over several years, we invested heavily in building products that would dramatically change how supplier diversity systems are used. We introduced many innovations to the market that are now considered by many as standards or best practices, including three-day data enrichment capabilities, comprehensive economic impact reporting, a re-envisioned Tier 2 service through our Unitier platform, and a unique Customer Reporting Platform.

Through all this innovation, one question remained: How can we accelerate the pace and increase distribution so that more supplier diversity teams can take advantage of our capabilities? We found the answer in CVM Solutions. CVM Solutions has an experienced and talented team – people who are passionate about supplier diversity and its potential to make a difference. CVM Solutions has a large and loyal customer base that presents a market that we can introduce new solutions into and grow. And, CVM Solutions is an immediately recognized brand name in the industry, with almost universal awareness and recognition. Together, as we combine our relative strengths, we become a stronger company, and will be able to accelerate our collective growth.

When will this deal close?

supplier.io signed a definitive purchase agreement on May 21, 2019. With this transaction, CVM Solutions will become a wholly-owned subsidiary of supplier.io and will now be called **CVM, a supplier.io company**. Over the next few months, we will be working to integrate our companies and build a go-to-market roadmap with new integrated services. This new direction and plan will be announced as it moves toward execution.

We are not familiar with supplier.io. What should we know about the company?

Similar to CVM Solutions, supplier.io is a provider of supplier diversity technology and solutions and is headquartered in Chicago. It was founded by Neeraj Shah, who was an early employee at CVM Solutions, where he contributed significantly in growing the company before its sale to Kroll. supplier.io has introduced many new solutions that are fast becoming the new standards in the industry. Some of

these are three-day data enrichment turnarounds, comprehensive economic impact reporting, and a new Unitier, Tier 2 supplier reporting platform. supplier.io had over 80 customers prior to this transaction and when combined with the CVM Solutions customer base, will be a clear leader in the supplier diversity space. supplier.io's work in economic impact reporting and its Unitier platform have been presented and showcased at several conferences and will now be offered to all customers.

What will be the new company name?

Both CVM Solutions and supplier.io have built strong brand names. CVM Solutions has a rich history in the supplier diversity industry, while supplier.io is known for innovation and new products. We will be leveraging the benefits of both these brands and market identities. CVM Solutions will now be called **CVM, a supplier.io company**. Our new updated logo is shown above.

Where will the united company be headquartered?

The new company will be headquartered in the metro-Chicago area and will maintain its primary offices at 5 Westbrook Corporate Center, Suite 920, Westchester, IL 60154. Phone: 708-236-2000.

Why is this transaction good for our customers?

We believe that this transaction is exceptionally beneficial for our customers, our team, and the company. The supplier diversity market is changing rapidly and needs solutions that can only succeed with the scale and focus that a combined supplier.io and CVM can provide. CVM is now a united company that is solely focused on supplier diversity. It is no longer owned or managed by teams that are not focused on our core mission. Our team is the most experienced in the industry and has a history in bringing solutions that have helped make our customer supplier diversity teams more productive and effective. Collectively, over 65% of the Fortune 500 customer use our services and we help customers manage over \$100 billion annually in supplier diversity spending. Additionally, our combined team has over 1,000 years of collective experience in implementing supplier diversity data and technology solutions. With the combined entity we will:

- Emphasize our focus on supplier diversity solutions for our customers
- Introduce new products that leverage the collective scale of our networks
- Help customers increase their supplier diversity spending while becoming more productive

How does this transaction affect customer contracts?

It does not affect these contracts in any way. Customers will continue to receive the services and products that they currently have.

Will both product lines continue and be maintained? Do customers have to migrate to another product?

CVM and supplier.io have several overlapping products, each with unique strengths. Over the next few months, we will define our product strategy and roadmap, allowing us to provide the solutions that best help our customers achieve their goals. We look forward to sharing this with all of our customers once we have things set and can fully explain the benefits. However, right now, all customers will continue with the product suite they have and we intend to support all current contracts and services without disruption.

Will Account Service contacts change?

We do not anticipate any immediate changes to customer contacts. However, as we consolidate our teams, there may be changes in some situations. In the event that there are changes, we will ensure to make the transition with no or minimal impact to the level of our services to you and the customer.

Will there be enhancements to existing products?

All of our products, from both companies, will continue to be supported for now. Over the next few months, we will be building the new product roadmap for the combined company that will allow us to provide new features and capabilities to our customers. It is likely that some existing products will be enhanced, others merged together, some possibly discontinued or replaced, and new offerings will be released. It is too early to say for sure on a product-by-product basis what the roadmap will include, but this is one of our top priorities to work through as a team over the next few months.

Does this transaction make CVM a diverse supplier? If so, what certification will the company have?

Yes, CVM is now a wholly owned subsidiary of supplier.io. supplier.io is a minority owned business and is certified by NMSDC.

Who can customers contact if they have any questions or concerns?

Your account manager will be contacting you in the coming weeks to discuss the transition. In the interim, customers can contact to their Account Manager or Sales contact with any questions.