



Client Story

How Danone **secured vendor data** and increased **operational efficiency** with Trustpair



INDUSTRY

Food and Beverage

REALIZATION

Worldwide

CONTEXT

NUMBER OF VENDORS IN THE PROJECT

75.000

THIRD PARTY COUNTRIES

Worldwide - top countries include France, Poland, Spain, Germany and the Netherlands

ERP

SAP

INVOLVED TEAMS

Master Data , Procure-to-Pay, Treasury, Procurement, IT

Thanks to Trustpair, we've made a **significant shift in our security processes** and filled the gaps we needed to fill. Trustpair has proved to be a committed and trustful partner and we've appreciated the support and transparency.



Mauro Portela
GBS - Managing Director
Global MDM Operations
Danone

Danone: vendor data security and efficiency challenges

In 2023, Danone initiated an internal project named “Vault” with the goal of reaching compliant, secure, & controlled bank data management reducing the risk of fraud and enabling optimized payment processing. Trustpair was chosen by Danone’s Global Business Services to ensure vendor data security for all business entities in the world. Before Trustpair, there was no centralized tool to audit and clean vendor data:

Time-consuming and manual controls were executed by the GBS team for new or modified vendors. The team wasted time and wasn’t efficient enough. About 80-90 manual controls were executed daily.

There was no vendor data reliability or guarantee against fraud. Payment processes were fallible and insecure.

GOAL 1

Audit and clean existing local vendor databases to migrate safely to a new version of SAP

GOAL 2

Set up an efficient and secure bank account validation process.

We work with thousands of suppliers. Cyber-criminals are keen to intercept our interaction with suppliers and change their bank account data for fraud. That’s why we initiated the Vault Project: to increase our level of security. We were looking for an efficient way to improve security while still running our business operations smoothly. That’s why we chose Trustpair as a partner on this journey.




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How Trustpair answered Danone's challenges

Trustpair audited vendor data in batches by geographies to identify erroneous data and helped Danone clean these batches before they were migrated to SAP S/4 HANA.


Vendors are now automatically controlled on the Trustpair platform when they're added or in case of banking data update, without human intervention.

75K VENDORS AUDITED AND CLEANED

 70% of vendors are validated worldwide. **International vendor data is secured** thanks to the most advanced risk scoring algorithm on the market.

 Vendor Database is **cleaned, enriched** and successfully being migrated to SAP S/4 HANA.

100% SECURITY

 **Controls are automated.** Vendor bank account validation is systematic and fraud avoided.

REDUCED ACCOUNT VALIDATION SLA

 82% of controls done in less than 72h, for more **efficiency**.

Trustpair has really been up to expectations on the main KPIs we had defined at the beginning of the project. It's safe to say we've reached both of our objectives of security and efficiency.



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Trustpair's added value according to Danone



A clear and painless project roll-out and deployment, respecting a clear schedule.



A specific governance built for the project with a Business Stream and a Technical Stream for 100% transparency and efficiency.



A dedicated team mobilized on the project with a Global project manager, a Customer Success Manager, a Technical expert and a day-to-day support team



Additional training sessions and workshops to answer Danone's needs and help their internal teams handle specific cases and situations.

We really saw reactivity and effectiveness on Trustpair's side to meet our needs and requirements. Each request or new solution was met with a solution.



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Trustpair, the leading solution in vendor fraud prevention

Founded in
2017

+110
Employees

Rétention
client 99%

300+
Clients

They trust us:

KERING

BOLLORE

transdev
the mobility company

Air Liquide

DANONE

NOVARTIS

Nexans

BALMAIN
PARIS

Recommended by leaders of the ecosystem

SAP

ORACLE

Kyriba

Jiapason

Exalog

SAP Ariba

ivalua

coupa

JAGGAER

Sage

SG

NATIXIS
INVESTMENT MANAGERS

CRÉDIT AGRICOLE
CORPORATE & INVESTMENT BANK

UniCredit

www.trustpair.com