

Thanks for Attending!

A few guidelines for today

- Everyone who is registered will **get the recording**, usually within a day or two
- There will be time at the end for **questions**, which you can **submit by typing in the question pane**
- There is a brief survey that follows the webinar
 - **Your feedback helps us** make future webinars even better
 - If you want to have a discussion with us, you can **request it on the survey**





Presenter:
Ann Visser-Depp
Partner

Today's Webinar:

Supplier Compliance Management:

Without Bottlenecks, Blind Spots, or Breakdowns

March 25, 2026

REPOSITRAK.COM



Today

About ReposiTrak

Why Compliance Matters Today

Why Compliance Programs Fail

Foreign Supplier Verification Program (FSVP)

Best in Class Compliance Programs

Discussion/Q&A

Selecting a partner requires financial certainty—not assumptions.

ReposiTrak:

- **Profitable, with multiple years of cash on the balance**
- **Zero security breaches—enterprise-grade protection by design**
 - Highest-level security architecture
 - 99.9% system uptime
 - SOC 1 and SOC 2 certified
- **Engineered for scale from day one**
 - AI-native architecture embedded over two decades—not retrofitted

ReposiTrak (NYSE:TRAK)

Financially Stable | Secure | Scalable



30,000+

Connected Suppliers, Retailers & Wholesalers



110,000+

Connected Facilities across Suppliers, Retailers & Wholesalers



100,000+

Invoices generated DAILY



350,000+

Supplier/retailer/distributor connections on the platform



2,000,000+

KDE (Key Data Element) Records created and stored from supplier to store



9,000,000+

Store/SKU forecasts & orders generated DAILY



55,000,000+

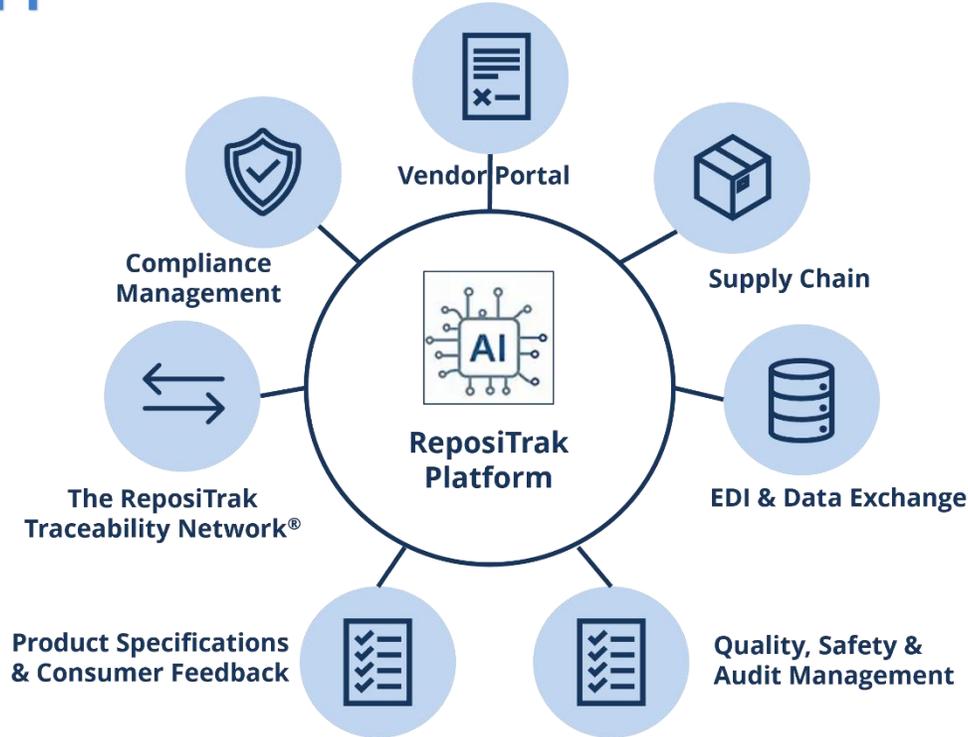
Item/store perpetual inventories maintained



Compliance Management | Traceability | Scan-based Trading | Automated Ordering

ReposiTrak's AI-based Enterprise Platform Modules

Built on a Single Code Base Supporting a Single Supplier Master Record



With People Making Outreach Calls



Compliance Management

- Vendor Vetting & Onboarding
- Documents required at Corp/Facility/Item
- Enterprise Document Library for any document

Traceability

- KDE Creation at Receiving
- Touchless Traceability™ Error Detection/Correction
- Recall Management

Quality, Safety & Audit Management

- Design & execute processes, controls
- Schedule, Execute, Share, Analyze audits
- Manage internal audit schemas

Product Specification & Consumer Feedback

- Require Product Specifications
- Evaluate Products
- Manage Consumer Feedback

Vendor Portal

- Friction-free Vendor Onboarding
- Master Data Management | System of Record
- Pricing Control

Supply Chain

- Scan-based Trading 2.0
- Perpetual Inventory Management
- Ordering, Forecasting & Replenishment

EDI & Data Exchange

- Complete end-to-end EDI shop
- Imports/ Exports data via APIs, EDI, XML, CSV, Excel, etc.
- Utilizes standard industry protocols, like AS2, FTP, SFTP, web services



Why does compliance matter today?

- [The CDC estimates](#) that seven major pathogens have caused 9.9 million foodborne illnesses, 53,300 hospitalizations and 931 deaths since 2019.*
- Criminal sanctions are rare, but large, according to [Marler Clark, The Food Safety Law Firm](#).
- Supplier mistakes become the risk of the wholesaler/distributor/retailer:

"...most important, retailers and foodservice providers need to understand that they are, themselves, now at risk of being sued even when all they did was to pass a product 'through' from the supply chain to the consumer..." – The Acheson Group

Criminal Sanctions Rare, but Large

- Blue Bell – \$19,500,000 Fine – President went on trial last August on felony charges stemming from 2016 *Listeria* outbreak – 10 sick with 3 deaths.
- Kerry (maker of Sugar Smacks) – \$19,228,000 Fine – Insanitary conditions linked to 2018 *Salmonella* outbreak that sickened 130.
- Con Agra – \$11,200,000 Fine – Linked to *Salmonella*-tainted peanut butter outbreak 2008 – over 700 sickened.
- Chipotle – \$25,000,000 Fine – Linked to multiple outbreak – *E. coli*, *Salmonella* and Norovirus in 2015 with hundreds sickened.
- Wright County Egg (DeCoster) – \$7,000,000 Fine – Linked to *Salmonella* outbreak that sickened thousands in 2010.
- Odwalla – \$1,500,000 Fine – Linked to *E. coli* outbreak in 1996 that sickened 70, killing 1 child.
- Jensen Farms – Plead guilty to 5 count indictment after 148 sick with 33 deaths linked to *Listeria*-tainted cantaloupe in 2011.



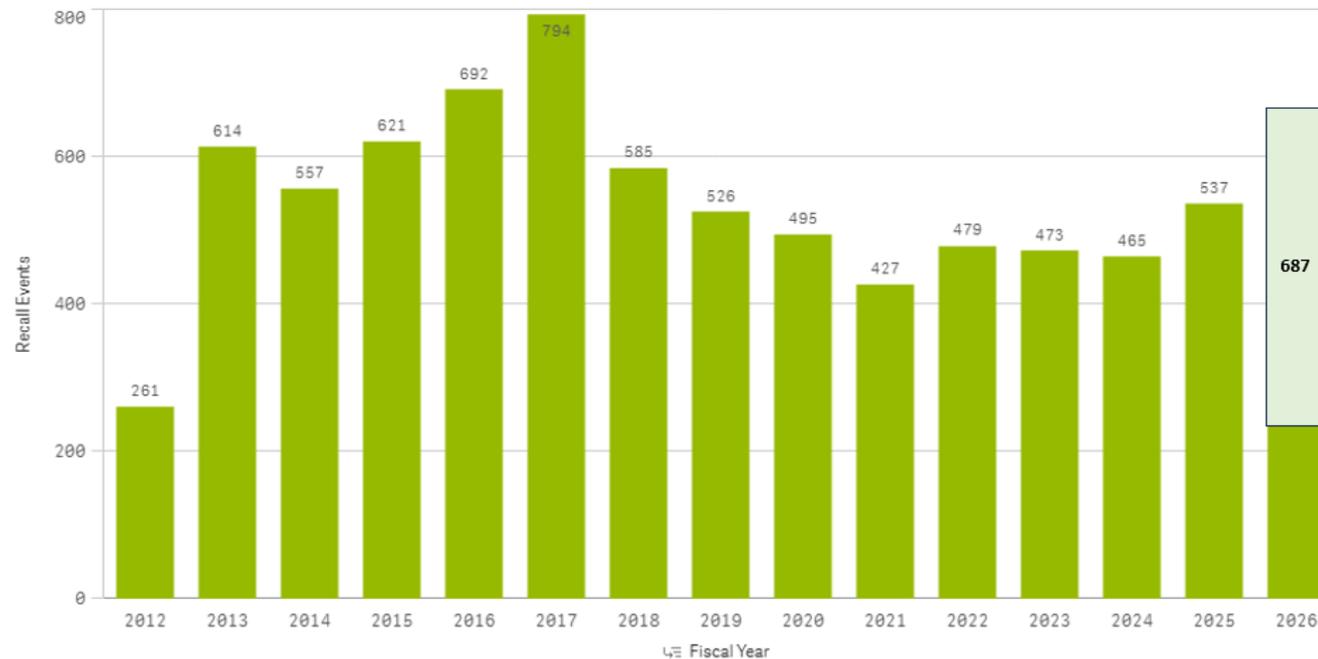
MARLERCLARK
THE FOOD SAFETY LAW FIRM



Recalls are on the Rise

- **The number of food recalls are growing**, often tied to undeclared allergens, pathogens, or mislabeling.
- **Documentation is your shield.** If illness, injury, or death occurs, regulators will ask: "Can you prove your suppliers were compliant?"
- Having supplier compliance records helps you **avoid liability or reduce risk of legal exposure.**
- Its not just about paperwork – **it's about people.** Compliance ensures that every supplier is meeting food safety expectations, from farm to fork.

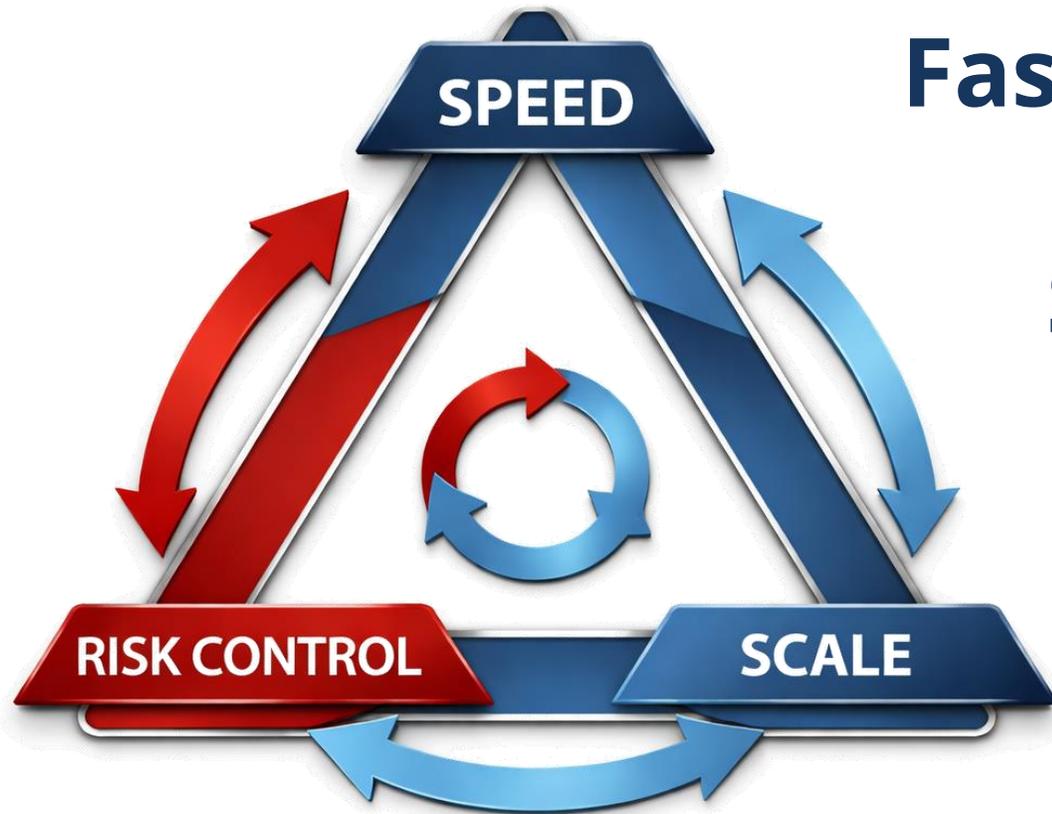
Recall Events by Fiscal Year
Fiscal Years: 2012 - 2026



Recalls projected based on current rate through August

<https://datadashboard.fda.gov/oii/cd/recalls.htm>

Compliance Tradeoff: Why Programs Break



Fast + safe = **NOT SCALEABLE**

Scalable + safe = **SLOW**

Fast + scalable = **RISKY**



**Where is your current
compliance program most
challenged?**



Why Most Compliance Programs Fail



Too Slow

- Email-driven
- Approval bottlenecks
- Business outpaces process



Too Manual

- Spreadsheets + follow-ups
- Human error
- Hidden gaps



Too Reactive

- Audit-driven
- Fire drills
- Damage control



Not Built for Scale

- Breaks at volume
- Missed expirations
- No visibility

As You Scale → Control Decreases → **Risk Increases**



Most programs don't fail immediately —
they fail gradually... **then all at once**



How confident are you that you could fully defend your supplier compliance program in an audit, recall, or legal dispute today?



Your Supplier Compliance is Likely Worse Than You Think

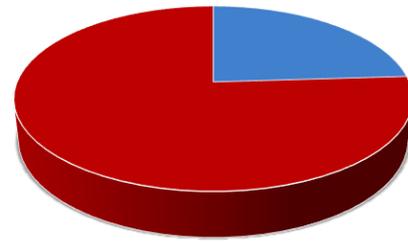
Most companies think they have supplier compliance and risk covered.

We find they don't.



Certificates of Insurance

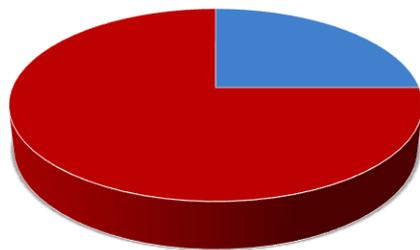
76%



76% of insurance certificates are missing, expired, or don't meet minimum requirements

Third Party Audits

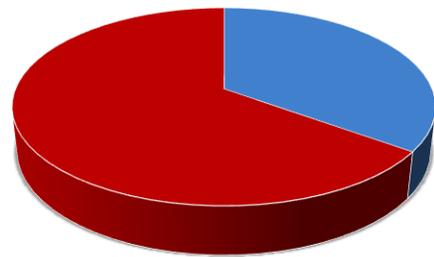
75%



75% of 3rd party audits are missing or expired

Continuing Guarantee / Hold Harmless

65%



65% of letters of continuing guarantee and/or hold harmless forms are missing, expired or inadequate.

**Which best describes your
current FSVP program?**



Foreign Supplier Verification Program (FSVP)



FDA Reference: 21 CFR 1.509

Identification of the **FSVP importer** at entry requires the importer to be identified during import filing.

Source:

FDA FSMA FSVP Final Rule – Importer Identification

www.fda.gov/food/food-safety-modernization-act-fsma/fsma-final-rule-foreign-supplier-verification-programs-fsvp-importers-food-humans-and-animals

In Effect Since 2017 – Enforcement is ACTIVE TODAY

FSVP Exposure: The Risk You May Already Own

THE ISSUE

Retailers and distributors frequently unknowingly assume FSVP liability when importing food. The FDA does not rely on contracts or intent – it determines responsibility based on who owns the product at entry and who is listed in import filings.

WHY THIS MATTERS NOW

- FSVP enforcement is increasing
- 50% fail inspections
- “No Program” = most common violation

FDA EXPECTATIONS (if Importer)

- Supplier verification
- Qualified oversight
- Hazard analysis
- Corrective actions
- Full record keeping!

CORE RISK

You may already be the importer...

- Buy direct from foreign suppliers
- Take title before entry
- Appear on import filings

EVEN IF YOU DON'T INTEND TO BE

WHAT HAPPENS

- FDA inspection
- Form 483 Warning
- Shipments / DWPE
- Delays, losses, potential seizure



BOTTOM LINE

FSVP is binary

- You're compliant
- You're exposed

THE BIGGEST RISK IS NOT KNOWING YOU ARE THE IMPORTER



FSVP Exposure Assessment

A. Import Ownership & Control (Primary Trigger)

- Do we purchase food directly from a foreign supplier?
- Do we take title to the product before or at U.S. entry?
- Are we listed as Importer of Record (IOR) or Consignee on customs filings?
- Do we control or arrange the import process (broker, logistics, customs clearance)?

If YES to any above → HIGH likelihood you are the FSVP Importer

B. Entry Filing Visibility (Regulatory Determination Layer)

- Is our company name listed on import forms and/or is your DUNS used for identification at entry?
- Do we know who is declared as the FSVP Importer for every SKU?

If UNKNOWN → You have exposure risk (FDA decides based on filings, not assumptions)

C. Contract vs. Reality Gap (Common Failure Point)

- Do suppliers claim they are the importer, but we appear on entry docs?
- Do we rely on verbal or contractual statements instead of entry verification?

If YES → You are at high risk of being deemed the importer regardless of contracts



FSVP Exposure Assessment Continued...

D. If We ARE the Importer — (Answering “No” to any = compliance gap)

- Written FSVP plan per food/supplier
- Documented hazard analysis
- Defined verification activities (audit/testing/records review)
- Corrective action procedures
- Assigned FSVP Qualified Individual (QI)
- Reassessment process (≤ 3 years or trigger-based)

Any “No” → Likely inspection finding (Form 483)

E. If We Are NOT the Importer (Answering “No” to any = exposure)

- Identified FSVP Importer (name, address, UFI/DUNS)
- Written assurance importer is performing FSVP
- Documentation tied to specific products/suppliers
- Internal record of who is responsible per import flow

If missing → FDA may still hold you accountable

F. Red Flags (Immediate Escalation)

- “We’ve never been inspected, so we’re fine”
- “Our supplier handles that” (without documentation)
- No FSVP Program

Bottom-Line Scoring

0–2 Yes answers: Low exposure

3–5 Yes answers: Moderate exposure (needs validation)

6+ Yes answers: High probability you are the FSVP Importer



What Best-in-Class Compliance Actually Looks Like

TRADITIONAL / MANUAL MODEL

❗ REACTIVE + RESOURCE-HEAVY

-  Email-driven document collection
-  Internal teams chasing suppliers
-  Spreadsheets tracking expirations
-  Point-in-time compliance checks
-  Limited visibility across suppliers
-  Constant follow-up and fire drills

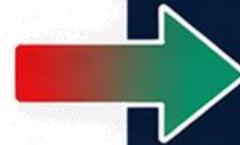
❌ Reactive • Tedious • High Effort • Risk of Gaps

MODERN / SCALABLE MODEL

✅ AUTOMATED + CONTINUOUS

-  Centralized system of record
-  Automated supplier outreach + follow-up
-  Real-time compliance status
-  Continuous monitoring (not point-in-time)
-  Exception-based alerts
-  Full network visibility

✅ Proactive • Automated • Scalable • Always Audit-Ready



Best-in-Class : Not all Suppliers Are the Same

SUPPLIER RISK TIERS & WHAT CHANGES



WHAT CHANGES

- ✓ Onboarding rigor
- ✓ Escalation protocols for non-compliance
- ✓ Consistently applied – not subjective



This is What's Actually At Stake

- **"We followed our process"** → Is not a defense without documented proof. You must prove due diligence.
- **"Risk builds where visibility does not exist"** → Every unverified supplier, every expired documents is a liability that doesn't appear— until it does.
- **"We did everything right"** → Only matters when you can show it.
- **"When everything is documented, everyone is accountable"** → When data is shared, auditable, and time-stamped, every party owns their part.

Programs that win don't work harder...

...They work differently and with better information.

We encourage you to download our Compliance Assessment available in this webinar today to assess your program.



Thank you!

Ann Visser-Depp
Partner

T. 435.645.2234 (ET)

M. 585.307.7776 (ET)

E. avisser-depp@repositrak.com

REPOSITRAK.COM