Enabling The eCity Modernization Strategy

A Collaborative Point-of-View

January 2016

Confidential to City of Toronto





Executive Summary

Objective



City of Toronto and SAP collaborated on a directional business strategy that reflects the modernization of the existing SAP solutions as well as targeted focus areas where SAP innovations can provide value and benefit to the business.

Direction Modernization or Retirement of Existing Investments Introduction of Targeted Innovations Modernization of Platforms SAP eCity Strategy Enablement and 5 Year Roadmap Key Decisions Platform Deployment Value

Summary of Engagement Approach



City of Toronto Participants During Our Collaboration with SAP

City of Toronto Team

Abid Ali	Diana Pushi	Keith McDonald	Roy Moniz
Adam Contois	Don Altman	Lan Nguyen	Ryan Manuel
Akram Awad	Edward (Facilities) Lee	Lily Jiao	S Shine Viswambharan
Alex Schuler	Ellie Babadi	Louis Olivera	Salvatore Laverde
Allan Mak	Elwy El-Gazzar	Maha Abu Ghoush	Sandro Magnone
Alrick Grange	Fabio Biancolin	Malake Abou Hmaid	Sarina (Qiu Ying) Cao
Ann Carino	Fazal Husain	Marco Cuoco	Shairoz Murji
Arthur Terashita	Gertie D'Silva	Meenakshi Jha	Sherri Andjelic
Ashmeed Ali	Haran Vinayagalingam	Melissa Armstrong	Shing Trinh
Barbara Shulman	Iqbal Ali	Michael Ben	Stella So
Bea Harrison	Iqbal Syedmohammad	Michael Moreira	Steve Pollard
Betsy Yeung	Irene Gutnikov	Michael Wiseman	Suhas Kumar
Bill Taylor	Ishan Dasgupta	Mike St. Amant	Surya Pratap
Brian Varner	Jacquie Breen	Mohamed Khamis	Susan Lin
Bruce Shintani	Jameel Sumar	Mona Najafi	Tasse Karakolis
Carlos Duran	Jeff Lecky	Muhammad Waseem	Terry Stadnyk
Carol (PPFA) Moore	Jenny Yang	Nick Simos	Tharshan Sundaramoorthy
Chris Cowell	Jesse Coleman	Pavlina Stockova	Tim Park
Christine Dunkley	Joanna Swietlik	Raymond Lu	Tina Natividad
Craig Mavin	Joanne Greene	Rhonda Britton	Tina Skinner
Daniel LoPolito	Jo-Ellen Beck	Rich Bowler	Tony Catalano
Daran Somas	Josie Lavita	Richard Cao	Troy Boag Munro
Daryll Ramos	Joy (Zhuo) Wang	Rino Pasqua	Usha Surrao
David Metcalfe	Julene Harris	Rob Bezaire	Wayne Duong
Debbie Chan	Karthi Bala	Rose Carino	Yazzad Rabadi
Dev Mukherjee	Katarina Brunner	Rosie Chiang	



SAP Today: Overview

RUN SIMPLE



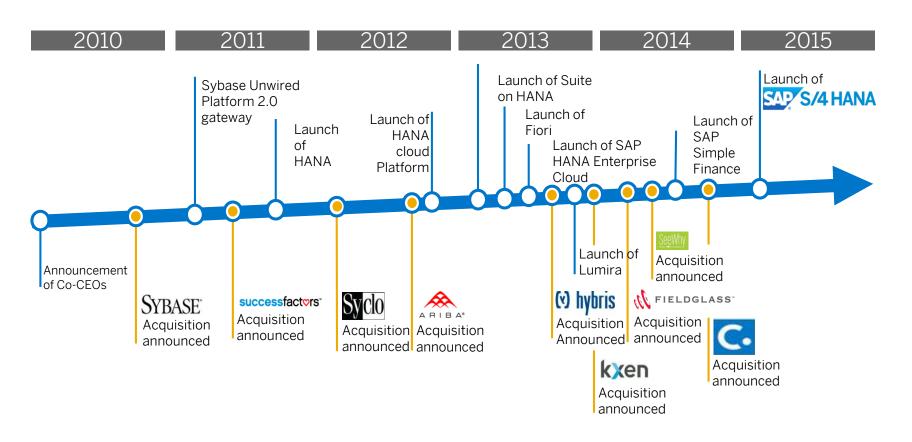
SAP Framework for a Digital City

Adapting to the Digital Economy Requires a Simple and Powerful Strategy Framework

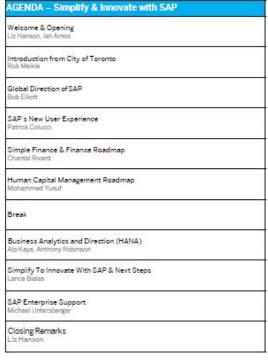


SAP HANA PLATFORM

SAP Acquisition Roadmap

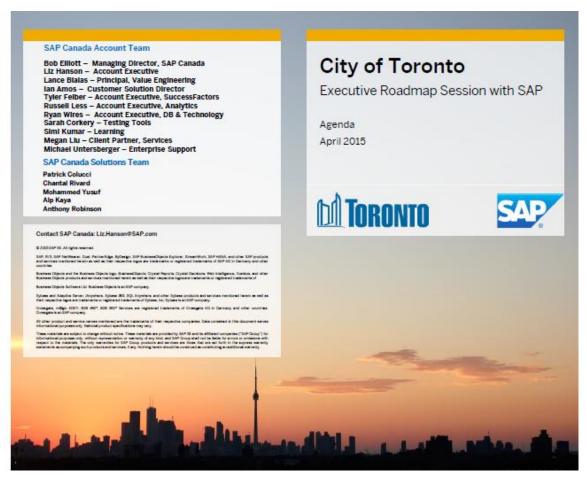


How We Began - Executive Innovation Day, April 2015



Useful Link for SAP Product Availability Matrix – to find out details about SAP product versions/availability/maintenance dates/upgrade paths: www.service.sap.com/sap/support/pam





SAP Account Team for The City of Toronto

Core Team and Extended Team That Engaged on the Collaborative Value Assessment

SAP Team

John Graham Managing Director, SAP Canada Leagh Turner Chief Operating Officer, SAP Canada Arthur Gitjan Chief Financial Officer, SAP Canada Randy Lenaghan Senior Vice President Sales, SAP Canada Susan Cook VP, Public Sector, Canada Core Account Team Liz Hanson Senior Account Executive Ian Amos Customer Solution Director, Presales Lance Bialas Principal, Value Engineering, SAP Canada Mario Caron Client Partner, SAP Services Graham Stott Delivery Executive, SAP Services Michael Untersburger Delivery Support Executive Line of Business Sales Team Colin Maguire Senior Account Executive, SAP Procurement	Name	Title
Leagh Turner Chief Operating Officer, SAP Canada Arthur Gitjan Chief Financial Officer, SAP Canada Randy Lenaghan Senior Vice President Sales, SAP Canada Susan Cook VP, Public Sector, Canada Core Account Team Liz Hanson Senior Account Executive Ian Amos Customer Solution Director, Presales Lance Bialas Principal, Value Engineering, SAP Canada Mario Caron Client Partner, SAP Services Graham Stott Delivery Executive, SAP Services Michael Untersburger Delivery Support Executive Line of Business Sales Team	Executives Involved	
Arthur Gitjan Chief Financial Officer, SAP Canada Randy Lenaghan Senior Vice President Sales, SAP Canada Susan Cook VP, Public Sector, Canada Core Account Team Liz Hanson Senior Account Executive Ian Amos Customer Solution Director, Presales Lance Bialas Principal, Value Engineering, SAP Canada Mario Caron Client Partner, SAP Services Graham Stott Delivery Executive, SAP Services Michael Untersburger Delivery Support Executive Line of Business Sales Team	John Graham	Managing Director, SAP Canada
Randy Lenaghan Senior Vice President Sales, SAP Canada Susan Cook VP, Public Sector, Canada Core Account Team Liz Hanson Senior Account Executive Ian Amos Customer Solution Director, Presales Lance Bialas Principal, Value Engineering, SAP Canada Mario Caron Client Partner, SAP Services Graham Stott Delivery Executive, SAP Services Michael Untersburger Delivery Support Executive Line of Business Sales Team	Leagh Turner	Chief Operating Officer, SAP Canada
Susan Cook VP, Public Sector, Canada Core Account Team Liz Hanson Senior Account Executive Ian Amos Customer Solution Director, Presales Lance Bialas Principal, Value Engineering, SAP Canada Mario Caron Client Partner, SAP Services Graham Stott Delivery Executive, SAP Services Michael Untersburger Delivery Support Executive Line of Business Sales Team	Arthur Gitjan	Chief Financial Officer, SAP Canada
Core Account Team Liz Hanson Senior Account Executive Ian Amos Customer Solution Director, Presales Lance Bialas Principal, Value Engineering, SAP Canada Mario Caron Client Partner, SAP Services Graham Stott Delivery Executive, SAP Services Michael Untersburger Delivery Support Executive Line of Business Sales Team	Randy Lenaghan	Senior Vice President Sales, SAP Canada
Liz Hanson Senior Account Executive Ian Amos Customer Solution Director, Presales Lance Bialas Principal, Value Engineering, SAP Canada Mario Caron Client Partner, SAP Services Graham Stott Delivery Executive, SAP Services Michael Untersburger Delivery Support Executive Line of Business Sales Team	Susan Cook	VP, Public Sector, Canada
lan Amos Customer Solution Director, Presales Lance Bialas Principal, Value Engineering, SAP Canada Mario Caron Client Partner, SAP Services Graham Stott Delivery Executive, SAP Services Michael Untersburger Delivery Support Executive Line of Business Sales Team	Core Account Team	
Lance Bialas Principal, Value Engineering, SAP Canada Mario Caron Client Partner, SAP Services Graham Stott Delivery Executive, SAP Services Michael Untersburger Delivery Support Executive Line of Business Sales Team	Liz Hanson	Senior Account Executive
Mario Caron Client Partner, SAP Services Graham Stott Delivery Executive, SAP Services Michael Untersburger Delivery Support Executive Line of Business Sales Team	Ian Amos	Customer Solution Director, Presales
Graham Stott Delivery Executive, SAP Services Michael Untersburger Delivery Support Executive Line of Business Sales Team	Lance Bialas	Principal, Value Engineering, SAP Canada
Michael Untersburger Delivery Support Executive Line of Business Sales Team	Mario Caron	Client Partner, SAP Services
Line of Business Sales Team	Graham Stott	Delivery Executive, SAP Services
	Michael Untersburger	Delivery Support Executive
Colin Maguire Senior Account Executive, SAP Procurement	Line of Business Sales	Team
	Colin Maguire	Senior Account Executive, SAP Procurement
Tyler Felber Human Capital Management Account Executive	Tyler Felber	Human Capital Management Account Executive
Ryan Wires Account Executive, Database & Technology	Ryan Wires	Account Executive, Database & Technology
Simi Kumar Enablement Executive	Simi Kumar	Enablement Executive
Jordan Buck Quality Assurance Services	Jordan Buck	Quality Assurance Services
Solution Experts	Solution Experts	
Anthony Robinson Director, Platform & Technology Solutions	Anthony Robinson	Director, Platform & Technology Solutions
Scott Dillon Director, SAP Architecture	Scott Dillon	Director, SAP Architecture
Pierre Lamarre Senior Director, Presales	Pierre Lamarre	Senior Director, Presales
Robert Nielson Procurement Consultant	Robert Nielson	Procurement Consultant
Chantal Rivard Financial Solutions Engineering Consultant	Chantal Rivard	Financial Solutions Engineering Consultant
Alp Kaya Database and Technology	Alp Kaya	Database and Technology
Norman Soley Enterprise Architect	Norman Soley	Enterprise Architect
Mohamed Yusuf Human Capital Management	Mohamed Yusuf	Human Capital Management
Frederic Pepin Enterprise Architect	Frederic Pepin	Enterprise Architect
Patrick Colucci User Experience Specialist	Patrick Colucci	User Experience Specialist
Michael Marcotte Real Estate Solution Engineering, SAP Americas	Michael Marcotte	Real Estate Solution Engineering, SAP Americas

Name	Title		
Additional Services Team			
Chris Crone	Client Partner, HANA		
Francis Beausoleil	Account Executive, HANA Enterprise Cloud		
Paul Smith	VP, SAP Services		
Kim Cybulski	HANA Delivery Manager		
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Arif Virani	Service Quality Director		
Todd Laedtke	Solution Lead, Public Sector		
Haran Vinayagalingam	SAP Consultant		
Fawaz Al-Nouri	SAP Consultant		
Larry Labedz	Business Transformation Services (HCM)		
Daniel LoPolito	Business Transformation Services (Procurement)		
Andrew Leblanc	Business Transformation Services (Procurement)		
Stephen George	SAP Finance Consultant		
Nils Kronenburg	Business Process Senior Consultant		
Additional Key Resource	es		
Jonathan Wingerd	HANA Ambassador, SAP Americas		
Paul O'Sullivan	Solution Expert, Citizen Services Industry Solutions		
John Sullivan	Data Scientist, SAP Americas		
Nils Kronenberg	Real Estate Developer, SAP Global Labs		
Yokie Cahyadi	Finance Expert, SAP Canada		
Sentayehu Belay	Developer, SAP Canada Labs		
Shing Trinh	Developer, SAP Canada Labs		
Mohammed Yusuf	Human Resources Solution Architect, SAP Canada		
Lorna Stearns	Principal, Human Resources, Value Engineering		
Nate Moon	Director, Procurement, Value Engineering		
Holly Kallmeyer	Sumer Intern, Value Engineering		
Ava Yazdani	SAP Academy Account Executive		

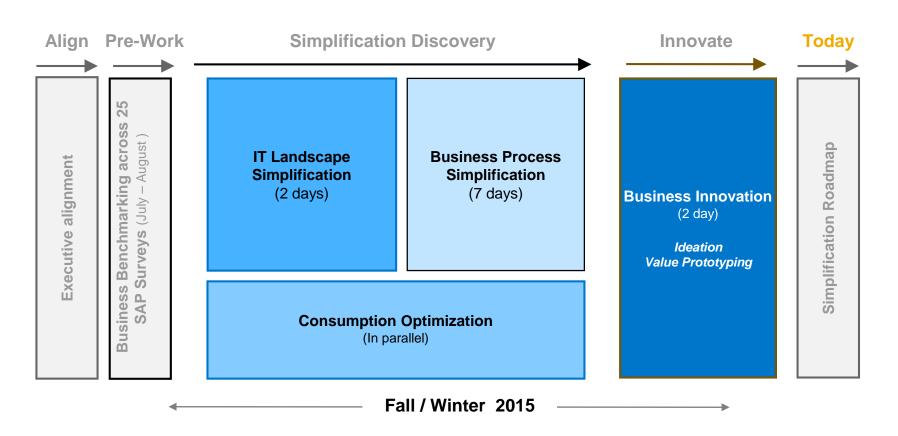
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City of Toronto and SAP Collaboration Overview

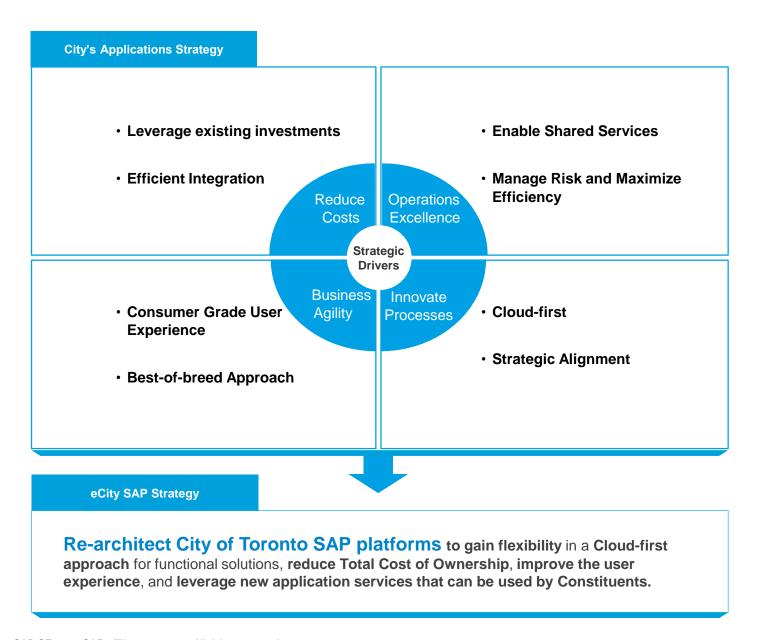
The eCity Collaborative Value Assessment Process

Final Report Targeted for January 2016



City of Toronto Goals and Technology Strategy

Guiding the eCity Modernization Engagement and Future Direction of SAP



12 Pillars of Focus for the Discovery Workshops

Improve Access to Government Services	Improve Decision Making Support	Improve Workforce Capabilities	Improve Business Processes
Online Service Delivery	Information Management and Business Intelligence	Time, Attendance and Payroll transformation	Project Management
Case Management		Human Resource Transformation	Work and Asset Management Transformation
Open Government		Employee Productivity	Finance Transformation
Social Networking and Collaboration			Procurement and Supply Chain



Functional Area Strategy and Roadmap

- Finance / Real Estate
- Human Resources / Payroll
- Procurement / Supply Chain
- Information Technology / Business Intelligence
- Mobile Applications / eCity Constituent



Finance / Real Estate Strategy and Roadmap

Key Findings and Decisions that Guide eCity Strategy:

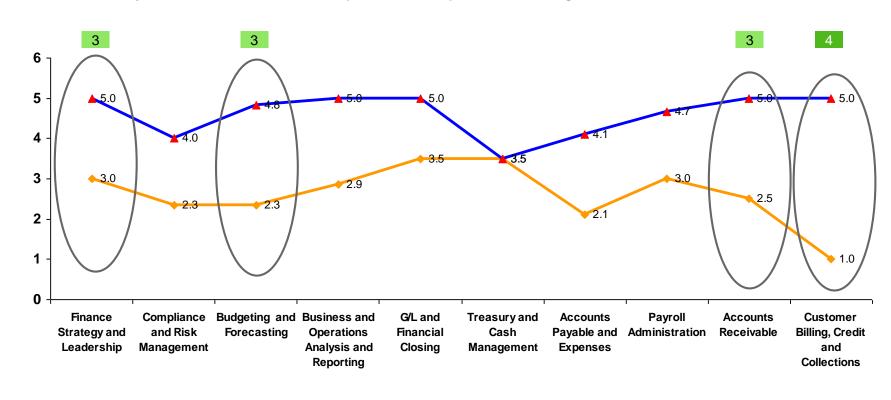


Focus Area	Key Findings	Business Process & Best Practice Gap	Recommendations
Finance Process	Overall team works in a silo approach. Core SAP fields and enhancements are not being leveraged. Numerous offline processes are in place; creating risk and manual effort. Usability challenges drive some to work around and not with the system. Ultimately, delays decision making and causing excessive fact findings by executives at the City: drive by dated Enterprise Performance Management technology	Business Process # City Billing , Credit & 4 Accounts Receivable 3 Finance, Strategy & 3 Leadership 3	Measure, monitor, control and predict City performance with full enterprise performance management SAP enabled solution. Begin by establishing full visibility and control of cash, treasury investments and risk functions with SAP Simple Finance upgrade. Standardize and automate financial operations and transactional processes through the Finance Shared Service Framework. Streamline financial closing and reporting processes.

City of Toronto Self Assessment of Best Practices Coverage v. Importance For Finance



City of Toronto Best Practice Importance Compared to Coverage from I.T. Solutions



Coverage at City Importance to City

1 = No Coverage 5 = Full Coverage

Discovery Workshop Feedback: Finance / Real Estate

"We need SAP to be transformed to reduce key strokes and other processes that eat time when using it"

SAP Benchmarking Survey

"We need a link to a data warehouse so that we can track none financial benefits as well as financial from development – Section 37 and 45 benefits like number of trees to be planted – need to be able to link dollars to other benefits from the same development agreement"

SAP Benchmarking Survey

"We do not have the functionality today to see digital online floorplans for our facilities...Allocating costs for common areas and department splits on floors is a difficult process today."

Discovery Workshop

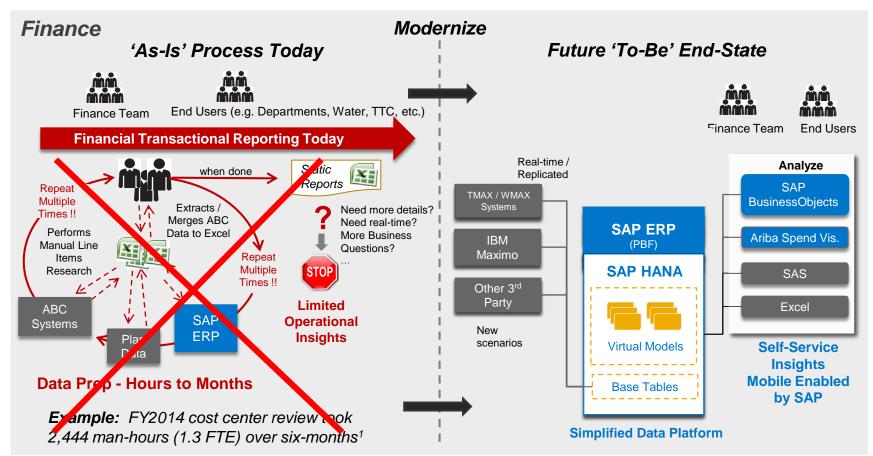
"We need to be able to encumber reserve and reserve funds so that the same monies are not spent more than once

Discovery Workshop

Why did City of Toronto and SAP Collaborate on this CVA?

Challenges Today for 'Off-line Process' and Insight Value Potential

Today Tomorrow



Value Potential with HANA Approach



Reduce manual data preparation and reconciliation processes



Reduced reliance on "data garages" or additional excel sheets



Supports SAP and non-SAP data sources (e.g. TMAX, WMAX, Kronos, etc.) reducing Total Cost of Ownership

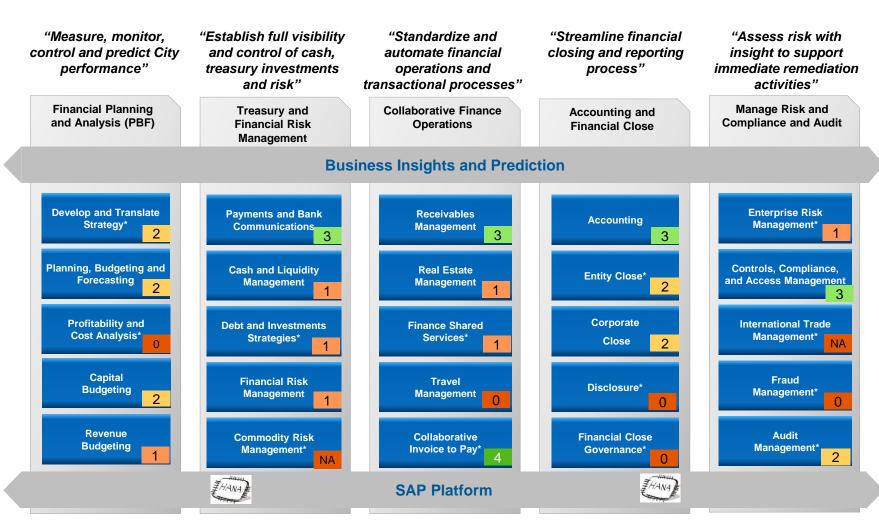


Aligns with broader SAP Modernization strategy

The SAP Finance Value Map

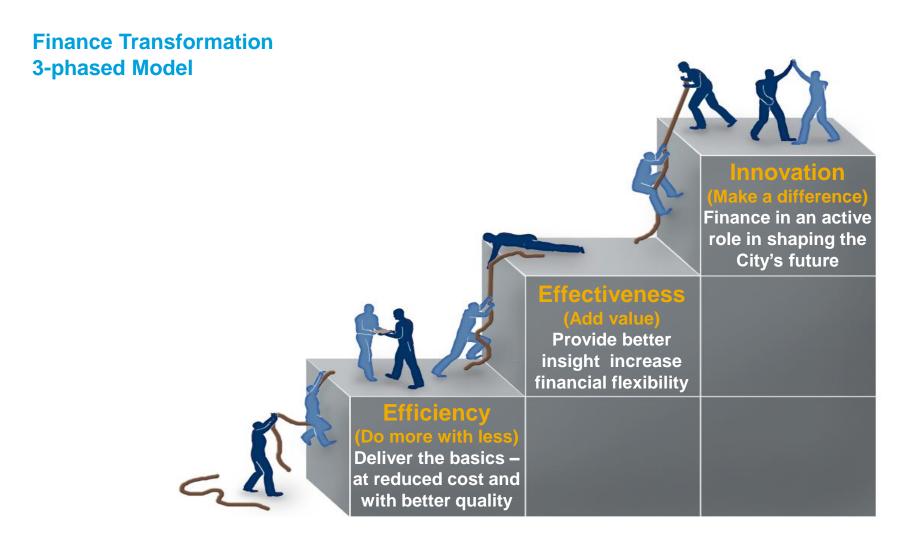
Creating value through the Finance organization





^{*} City does not hold SAP Solution License

Finance as an eCity Business Partner – Strategies for Finance excellence





Human Resources / Payroll Strategy and Roadmap

Key Findings and Decisions that Guide eCity Strategy:

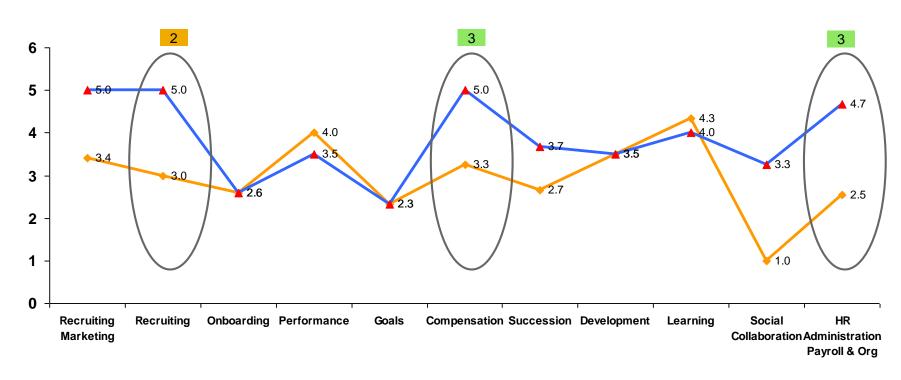


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Focus Area	Key Findings	Business Process & Best Practice Rank	Recommendations
Human Resources & Payroll Processes	50% projected workforce will retire over next decade. No end-to-end integrated centralized process for HR enabled by technology. • Org Management → • Recruitment → • Talent Management → • Performance Mgmt. → • Succession Planning The City owns much of the Human Capital Management (HCM) solutions from SAP that are being duplicated/enhanced with 8 non-SAP HCM software solutions. A centrally enabled HCM solution could enable in excess of \$15 Million in annual savings; 44 divisions maintain their own core HR data at The City	Social Collaboration HR Administration & Payroll Recruiting 3 Succession Succession See Appendix for best practices that have been	The City of Toronto should implement more standard SAP functionality to eliminate labour intensive, paper based processes. The City of Toronto should invest heavily into customization and extension of the 8 non-SAP HCM software solutions or evaluate using SAP HCM/Success Factors functionality (being used by TTC). Explore 'SAP HR Shared Services framework' solution to support an eCity process transformation.
	today.	identified as priorities.	

City of Toronto Self Assessment of Best Practice Coverage v. Importance For Human Resources / Payroll

Human Resources / Payroll

City of Toronto Best Practice Importance Compared to Coverage from I.T. Solutions



1 = No Coverage 5 = Full Coverage

Discovery Workshop Feedback: Human Resources / Payroll

"Managing the recruiting process with the existing solution driven by off-line templates is a time intensive, manual process. Departments like Parks & Recreation drive the hiring process with their internal team."

Discovery Workshop

"Demographics: average age is 53 for managers. 50% are reaching vested pension in the next few years. We need to focus on Succession Planning for management."

Discovery Workshop

"The payroll calculation is complex as it has concurrent employment, multiple union agreements and is therefore a special case used in public sector."

Discovery Workshop

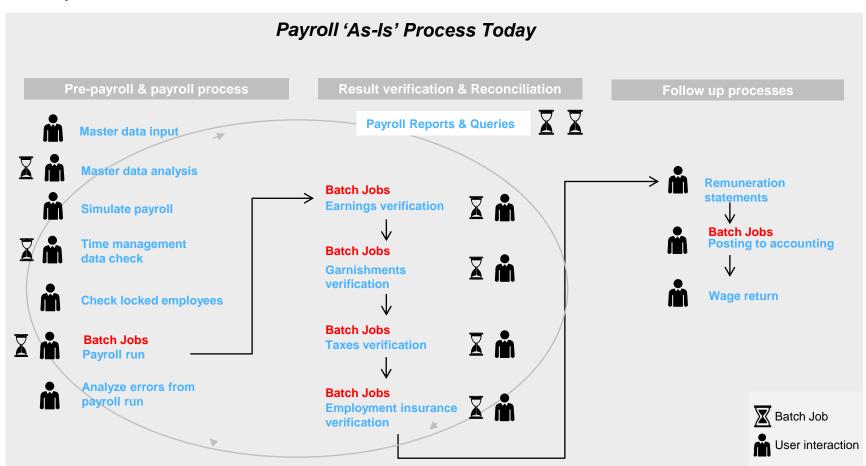
"Personnel Administration leverages manual forms used to process HR actions. Time Collection and Payroll requires multiple manual and automated disparate systems involved in time collection and leave. We have a Kronos project underway to address this"

Discovery Workshop

Why did City of Toronto and SAP Focus on this process?

Challenges Today for 'Complex Payroll Process' with Manual Intermediation

Today



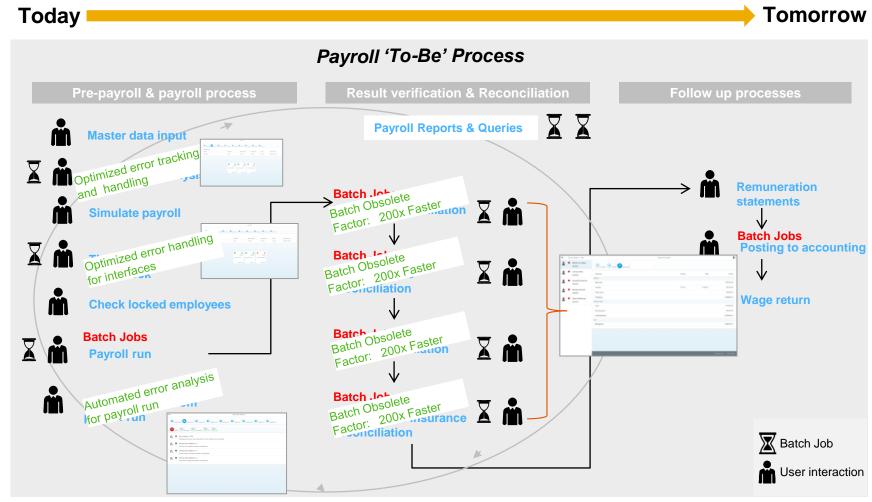
Issues/Challenges



Total elapsed time is many days in which most time is spent on analyzing payroll data which is scattered over different reports. Many of these reports run over-night in batch processes which increases the end-to-end payroll cycle time

Why did City of Toronto and SAP Collaborate on this CVA?

Value Potential to simplify the Payroll Process



Value Potential with SAP Recommended Approach



Fundamentally new approach in which potential issues are pointed out in real-time by the application rather than business users digging through information and trying to find issues

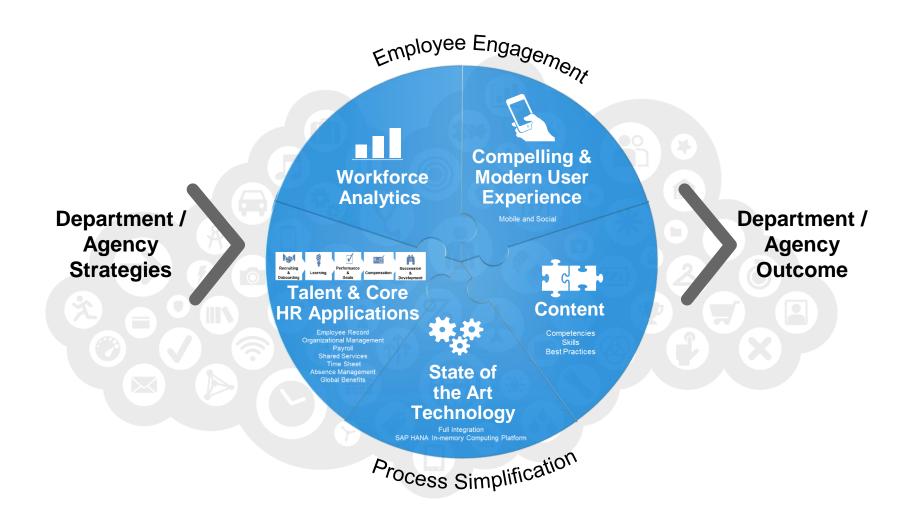


Reduce manual data preparation and reconciliation processes

200x

Faster data analysis on SAP HANA compared to a traditional database.

Human Resources / Payroll as an eCity Business Partner – Strategies for People Excellence





Procurement / Supply Chain Strategy and Roadmap

Key Findings and Decisions that Guide eCity Strategy:

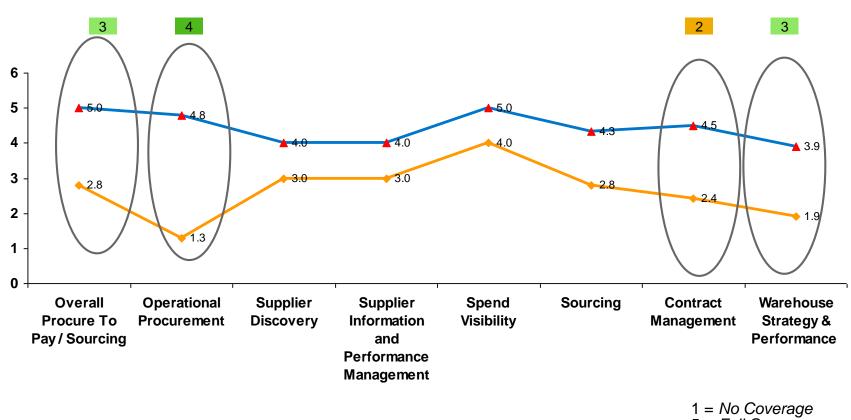


Focus Area	Key Findings	Business Process & Best Practice Rank	Recommendations
Procurement & Supply Chain	No end-to-end integrated centralized process for Procurement enabled by	Operational 4 Procurement	The City of Toronto should continue on the identified path of
- Citami	technology. • Source →	Procure To Pay 3	introducing the SAP Ariba solution to
	 Request to Buy → Invoice & Pay → Allocate & Reconcile → 	Contract 2 Management	standardize all procurement processes.
	 Allocate & Reconcile → Analyze & Improve 	Warehouse & 3 Stores	Improving and automating the
	The City has already explored the SAP solutions for Procurement in great detail.		Procurement process will bring the largest payback to the City, so i should be the key focus area for 2016.
Procuenab Millio Addit exces annue explo conso autor	A centrally enabled Procurement solution could enable in excess of \$25 Million in annual savings. Additional savings in excess of \$25 Million annually should be explored through consolidation and automation of warehouses (TTC, Police, City etc).	See Appendix for best practices that have been identified as priorities.	Explore a Shared Services Procurement offered centrally for Agencies, Boards & Commissions to support the eCity process transformation.

City of Toronto Self Assessment of Best Practice Coverage v. Importance For Procurement / Supply Chain

Procurement / **Supply Chain**

City of Toronto Best Practice Importance Compared to Coverage from I.T. Solutions



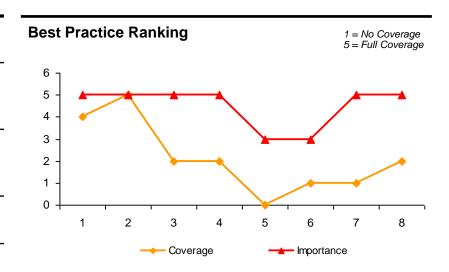
5 = Full Coverage

City Coverage — Importance to The City

Contract Management Best Practices

Best Practice Listing

- Longer term contracts are managed for strategic spend
- Suppliers have the ability to view contracts and complex terms and conditions for accurate contract management and negotiation
- System provides guided contract document
 authoring supported by wizard-based interface with
 pre-negotiated clauses and text templates
- The organization has a single, centralized electronic repository of supplier contracts
- Contract management system is integrated with e-5 RFX/e-Auction system to pre-populate relevant information into the contract
- The organization has ability to share contracts with employees and suppliers for collaboration i.e., red-lining, versioning, etc.
- Contract compliance is directed, or even mandated by system controls
- Stakeholders have access to accurate and timely reporting of contract compliance to catch maverick activity



Discovery Workshop Feedback: Procurement / Supply Chain

"The main problem is in our purchasing process approach, we don't have common processes across the city"

Discovery Workshop

"Currently the individual departments are experiencing a manual complicated process when trying to acquire standard operational materials"

PMMD

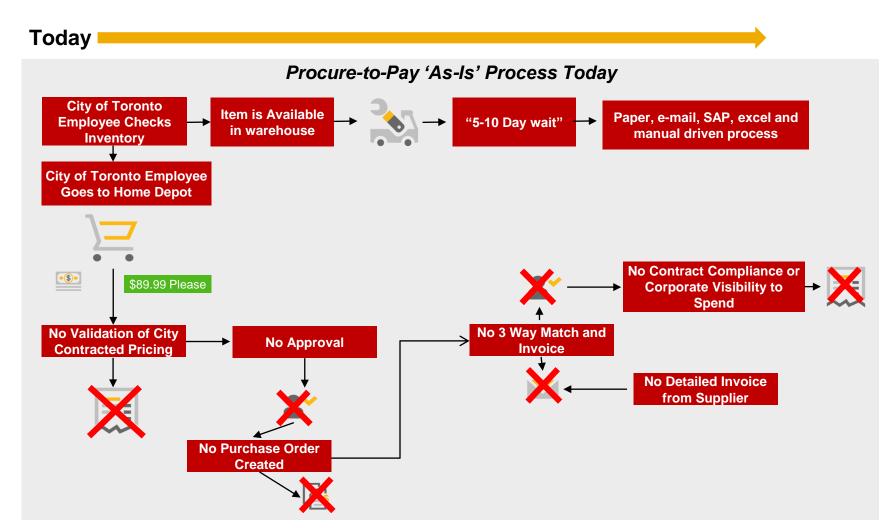
"Pick, Pack and Ship - (if we don't have stock which we don't check until we have to pick) we literally take that piece of paper, we don't have pick sheets, and take customer order and wander around the warehouse"

Discovery Workshop

"If we don't have a material master code and we're not tracking all activity against that then we're never going to know if we're trending by that service, and if we're trending better or not"

Why did City of Toronto and SAP focus on this process?

Challenges Today For "Off-line Procure to Pay Process



Issues/Challenges

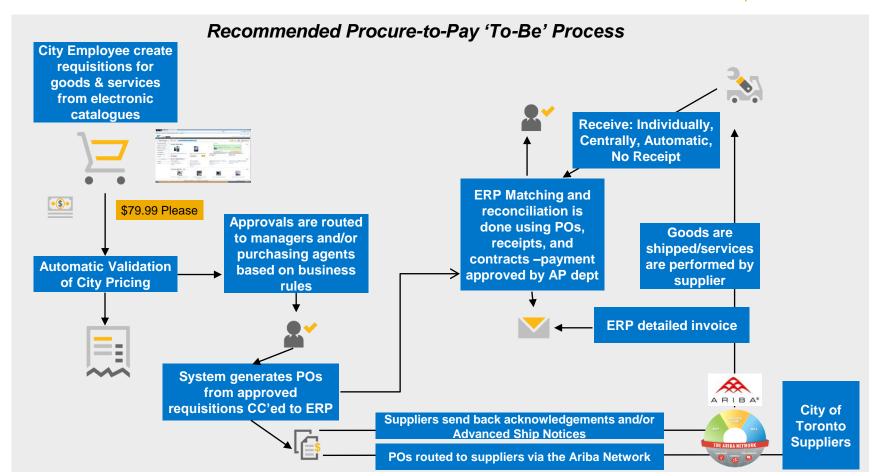


Results in Finance and PMMD efforts for compliance and reconciliation purposes spans weeks, in which most time is spent on analyzing paper invoices, scanned data, email trails multiple systems and memories. Field worker time spent shopping.

Why did City of Toronto and SAP Focus on this process?

Value Potential to Simplify The Payroll Process To Drive Value Insights

Tomorrow



Value Potential with SAP Recommended Approach



Effectively deliver consistent savings, and reduce supplier risk



Purchasing follows the City's process for compliance

Reduce manual data preparation and reconciliation processes

200x

Faster data analysis on SAP HANA compared to a traditional database.

Procurement / Supply Chain as an eCity Business Partner – Strategies for Process Excellence

Good business process is key for the success for any initiative. The following recommendations are areas where the City of Toronto indirect procurement teams can align with industry leading practices to maximize success.

Technology lays the foundation for scalable and supportable procurement practices. Through our collaboration planning process we identified the following technology recommendations.



- Amazon.com-like user interface for requisitioning goods and services
- Self-service supplier portal for maintaining information and ongoing catalog maintenance
- Single indirect procurement platform across a Citywide supplier network
- Mobile support



Visibility

- Agencies, Boards, and Commissions level analysis of procurement KPIs in real time
- Proactive alerts based on real-time data and procurement activity
- Visibility into inventory indirect activity to enable ongoing reduction of non-inventory items
- User and role-based dashboards with scheduled and ad hoc reports



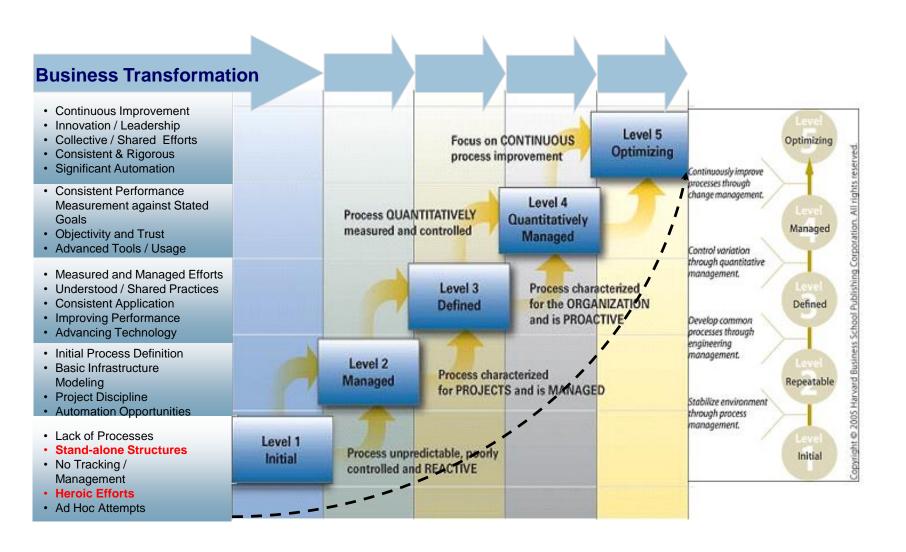
Control

- Leverage a contract solution within requisition for leaner operations and grief elimination
- Global supplier network to automate the procurement process with City of Toronto suppliers
- Perfect PO and invoice for all regions, including electronic receipt, approval, and archiving
- Utilize the eBay Marketplace across the Ariba Network to reduce one-time-only suppliers



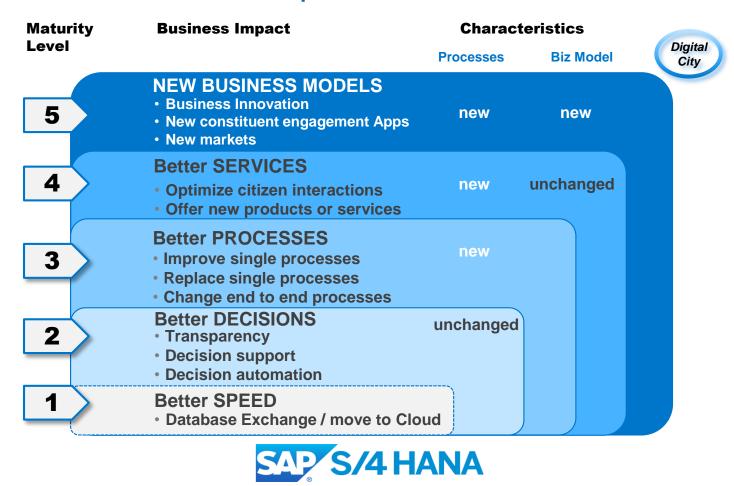
Enabling The eCity End-State and Roadmap

CMMI Maturity Model As Guiding Light To Our Approach

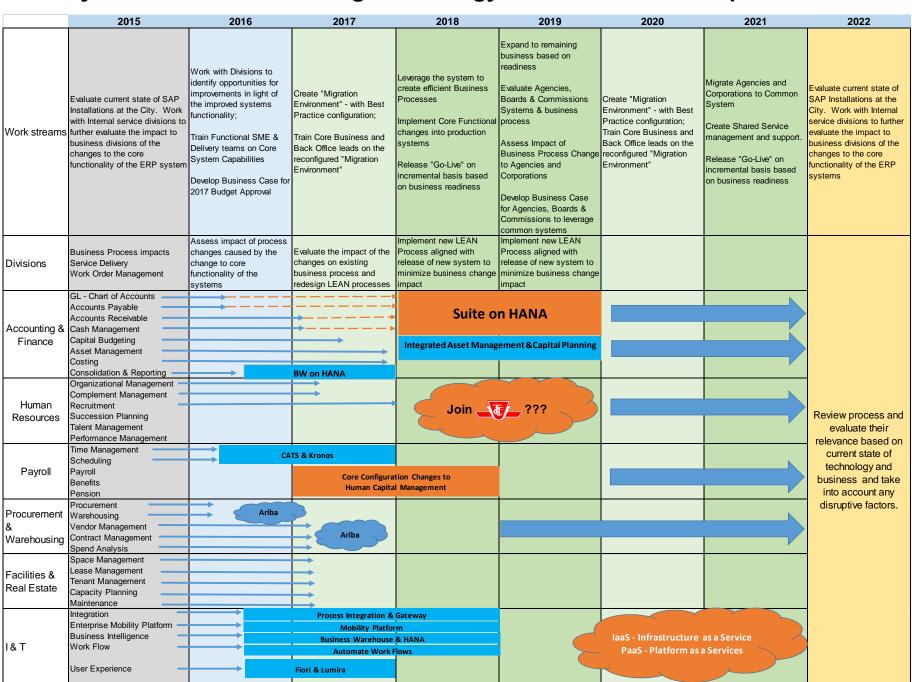


'eCity' Modernization Enabling Technology Foundation Roadmap

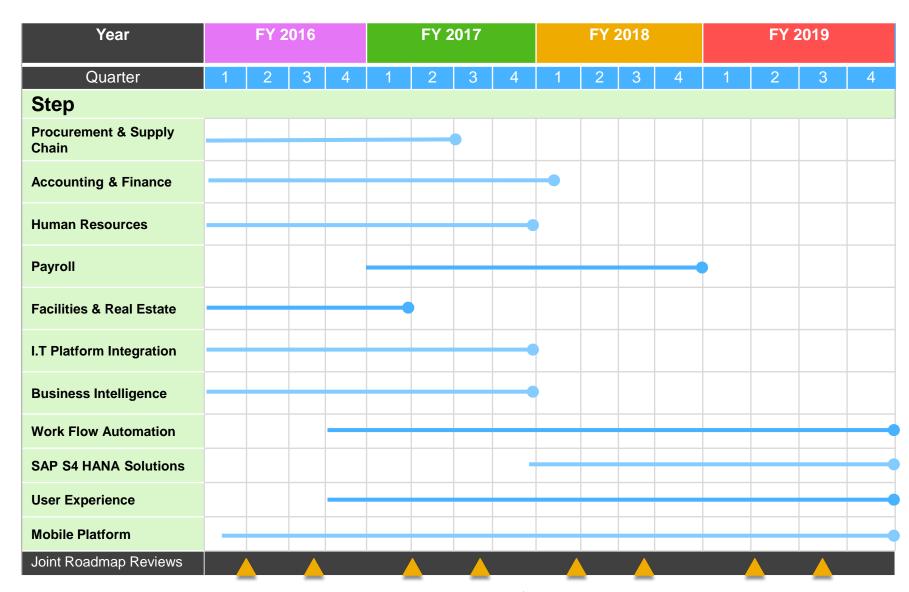
SAP S/4 HANA Adoption Framework



'eCity' Modernization Enabling Technology Foundation Roadmap



'eCity' SAP Modernization Enabling Technology Foundation 4 Year Roadmap



¹Timelines subject to change per deeper review and implementation scoping with City.



Appendix

• Please refer to accompanying document

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Thank You!

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