

Supply Management Services

Doing Business with Nationwide

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FORTUNE
100
BEST
COMPANIES
TO WORK FOR
2015



Nationwide®
is on your side

Nationwide is more than a Business



FINANCIAL SERVICES

**BECAUSE THE FUTURE
SHOULD BE SECURE**

We help our members prepare for and live in retirement, with a range of financial products to fit individual lifestyles and life stages.

- Life Insurance
- Annuities
- Retirement Plans
- Mutual Funds
- Banking



PERSONAL LINES

**BECAUSE THEY ARE MORE
THAN POSSESSIONS**

We offer holistic, personalized coverage — for every stage in our members' lives.

- Vehicle
- Property
- Nonstandard Auto
- Pet Insurance



COMMERCIAL LINES

**BECAUSE HARD WORK
SHOULD BE PROTECTED**

We work closely with businesses to find what each situation demands, and back it up with national capabilities, unmatched product solutions and competitive prices.

- Standard Commercial
- Farmowners and Agribusiness
- Specialty Commercial

Putting our Members First - Evolving to Meet Their Needs - Since Day One

Nationwide is

More than a
business[®]

because of our mutual heritage,
members-first philosophy and
relationships built on trust



A Fortune
100 company

with a diverse portfolio,
\$183 billion
in total assets and a vision
for 2020 — and beyond



#1 insurer of farms
and ranches¹

#1 provider of public-sector
retirement plans²

#1 pet
insurer³

#1 provider of corporate-
owned life insurance⁴

7th largest homeowner
insurer⁵

7th largest auto
insurer⁶

10th largest life
insurer⁷

2nd largest domestic
excess and surplus
(specialty commercial)
lines carrier⁸

9th largest commercial
insurer⁹

1. A.M. Best, 2012 DWP. Based on premium written. 2. PLANSPONSOR, 2013 Defined Contribution Recordkeeping Survey. 3. Based on policies in force, 2008-2010.
4. IBIS Associates, Inc. April 2013. 5. A.M. Best, 2012 DWP. Based on premium written. 6. A.M. Best, 2012 DWP. Based on premium written.
7. LIMRA, 2013. Based on premium written. 8. A.M. Best, 2012 DWP. Based on premium written. 9. A.M. Best, 2012 DWP. Based on premium written.

Supply Management Services Strategy

Our Vision

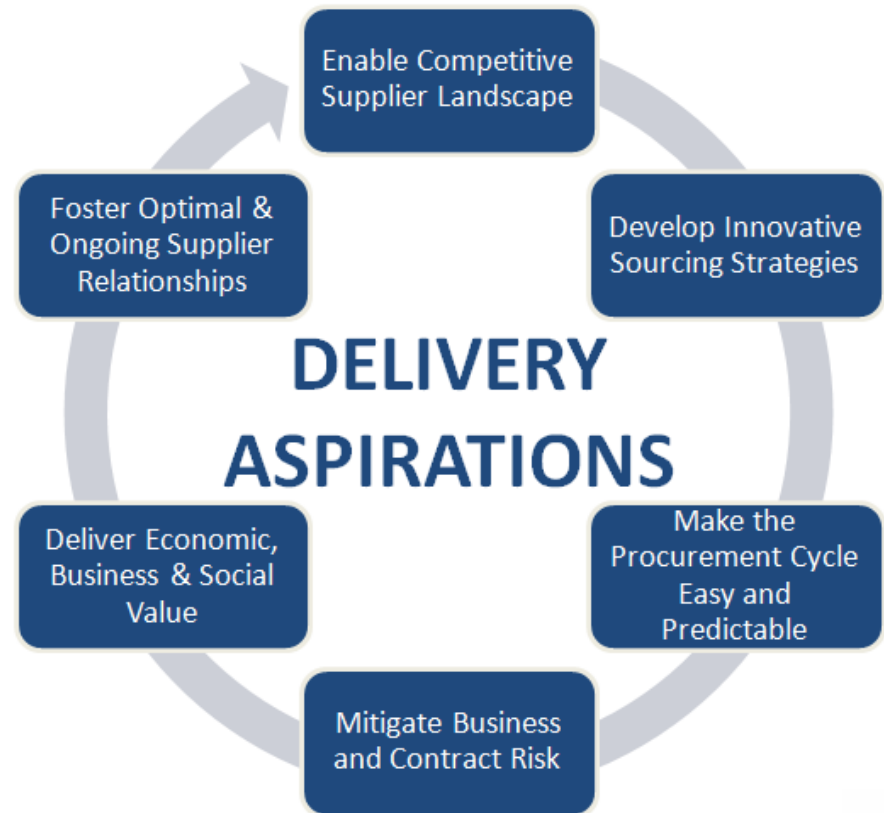
TO BE A SOUGHT AFTER PARTNER in acquiring goods and services through high quality, innovative and cost effective strategies that optimize supplier performance and exceed business expectations.

Our Value Proposition

WE WILL:

- **UNDERSTAND** and **RESPOND** to our business partners' needs and challenges
- Remain **OPEN, COMPETITIVE,** and **FAIR** in our business practices
- Retain the **INTEGRITY** and **CONFIDENTIALITY** of information
- **IMPROVE PROCESSES** to facilitate ease of procurement
- Foster **DYNAMIC, PROACTIVE,** and **COMMITTED** relationships

What We Do



Diversity, Talent Development and Associate Engagement are critical to our success



Supplier Diversity



Supply Management Services (SMS) Structure

The SMS organizational structure reduces an overlap of business function by focusing on stakeholder orientation and function enabling SMS to bring the most value to both our Nationwide business partners and the suppliers we do business with.

Supplier Relationship Mgmt (SRM)

- Supplier Focus
- Business Supporting
- Due Diligence /Monitoring

Sourcing & Procurement

- Supplier Agnostic
- Business Focus
- Legal Orientation
- Assessment
- Execution

Contracting Statistics

Active contract inventory = 8150

Total suppliers under contract = 3100

Early-Stage Programs
Strategic Program Alignment



SMS Stakeholder Alignment

A common methodology is adopted among all of the SMS teams internally to optimize how SMS supports our business partners.

Associate Functions

- Human Resources
- Staffing
- Recruiting
- Corporate Real Estate
- Travel

Business Functions

- Claims
- Product/UW
- Financial Services
- Bank
- Sales

Corporate Functions

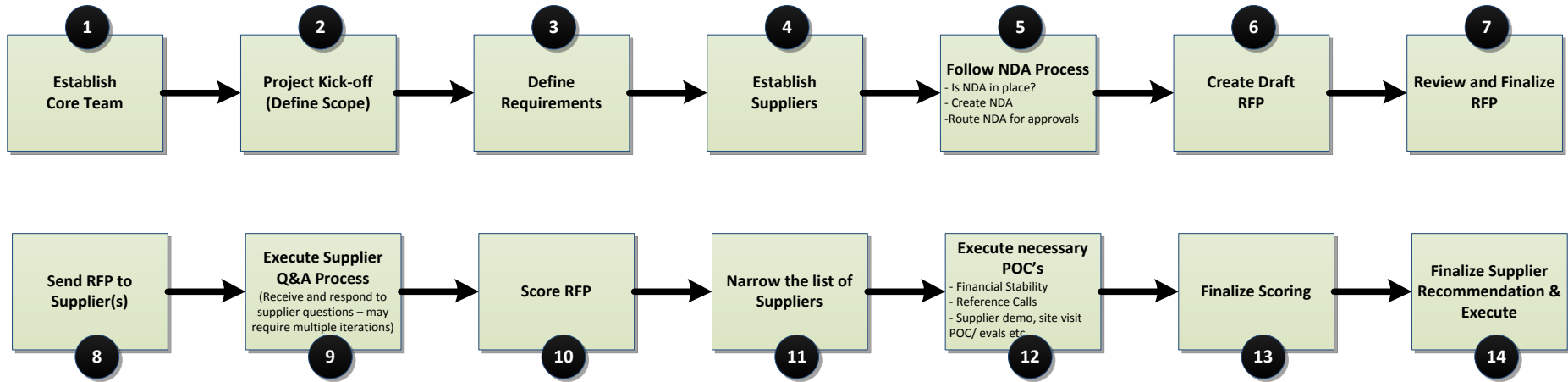
- Finance
- Marketing
- Legal
- IT
- Investments
- Consulting/Resource Management

Early-Stage Programs

- Mergers & Acquisition
- Enterprise Strategy
- Business Transformation Office



RFP PROCESS



SMS will advise and facilitate the team throughout the end to end process as defined. Each team member plays a specific role on the team. SMS has the responsibility to ensure all tasks are completed.



Near-Term Opportunities

Sourcing: Associate Functions

- ✓ **Drugs and Background Checks**

- ✓ **Recruitment Process Outsourcing**

Sourcing: Business Functions

- ✓ **Independent Medical Examiners**

- ✓ **Case Managers(SIU & Workers Comp)**

Sourcing: Corporate Functions

- ✓ **Market research**

- ✓ **Management & Business Consulting**

