

eBook

# Icertis Contract Intelligence

Delivering real value to your company

Speed

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Performance

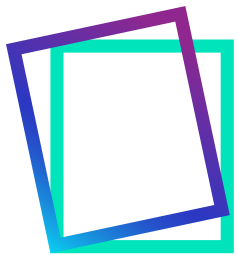
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Scale

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Visibility

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Icertis



# Get more from CLM than you ever thought possible with contract intelligence.

Companies are facing increasing business complexity and uncertainty—including heightened customer expectations, disrupted supply chains, and changing market dynamics. Organizations that want to stay out in front are embracing these challenges by thinking differently about how contracts drive all aspects of their business.

Contracts define how your company runs—from the most distant link in a supply chain to how companies manage their IP and customer relationships. By dynamically analyzing contracts in the context of the systems and processes they power—including procurement, sales, human resources, and transactions—you can ensure the intent of every contract is fully realized.

This is more than contract management. It's contract intelligence.





**Speed**

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**Performance**

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**Scale**

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**Visibility**

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# Icertis is the only contract intelligence platform companies trust to keep their business out in front, now and into the future.

The Icertis Contract Intelligence (ICI) platform structures and connects the critical contract information that defines how your business runs, so you can run it better. And our technology gets smarter with every transaction, so you can be ready for whatever the future brings.

Today, the world's most iconic brands and disruptive innovators trust Icertis to fully realize the intent of their combined 7.5 million+ contracts worth more than \$1 trillion, in 40+ languages and 90+ countries.

This is why Icertis is the only contract intelligence platform companies trust to keep them out in front, now and into the future.

With the superior contract intelligence provided by ICI, our customers are uniquely prepared to strengthen key relationships, respond to new challenges and opportunities, and have the visibility into suppliers and agreements today's marketplace demands.

In the following pages, you will find real, documented examples of business excellence delivered through speed, performance, scale, and visibility.

## Speed

With ICI's automated processes, advanced collaboration tools, and seamless integrations, you can connect the dots across the organization to streamline operations and close deals faster.

## Performance

## Scale

## Visibility

# Increase the speed of business and respond rapidly to new opportunities.

- Streamline and automate every step in the process, from structuring and signing to dynamic obligation management.
- Ramp up quickly and demonstrate quick time-to-value with a customized implementation that addresses your most urgent priorities first.
- Speed up procurement and strengthen vendor relationships with faster onboarding and RFX administration.
- Empower sales to shorten contract negotiation cycles and close deals faster.
- Connect seamlessly to existing tools and processes to speed organization-wide adoption.



### Faster Contract Turnaround

Abbvie Canada reduced contract cycle times by 92%, speeding the company's time-to-market with life-saving medication.



### Quicker Contract Resolution

Best Buy reduced turnaround time in its vendor rebate program by 70% by connecting contracts directly to its point-of-sale system.



### Rapid Solution Deployment

Gateway Health went live with Icertis in just 90 days, accelerating its ability to digitally collaborate with 29,000 healthcare providers.

## Speed

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## Performance

ICI empowers teams to close bigger deals, while also being ready to respond quickly to new opportunities for savings.

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## Scale

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## Visibility

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# Maximize revenue and minimize cost across the organization.

- Improve cash flow by ensuring all entitlements are fully realized as conditions are met.
- Minimize internal time and external legal fees.
- Close more deals by empowering sales and shortening contract negotiation cycles.
- Negotiate optimal terms from a single source of truth that gets smarter with every transaction.
- Prevent leakage from unwanted renewals or expiries, or from work being done against an expired contract.



### Improved Revenue Recognition

KPIT reduced its order-to-cash cycle by 50%, accelerating cash flow across its global IT services business.



### Reduced Contract Administration Cost

Microsoft's Enterprise Volume Licensing department reduced contract administration costs by 50%.



### Maximized Vendor Savings

Industrial distributor ValleN uses insights from supplier contracts across its \$1 billion operation to maximize rebates and savings from vendors.

## Speed

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## Performance

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## Scale

With intelligent clause and template libraries and dynamic rules engines that trigger actions when conditions are met, you can protect your brand and business by proactively monitoring contractual obligations and entitlements.

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## Visibility

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# Automate compliance and reduce risk for every contract.

- Identify and extract hidden obligations and entitlements to ensure nothing gets missed.
- Respond in real time to new compliance requirements and regulatory changes, in any geography.
- Automatically build required regulatory language into every contract and require proper review for any exceptions.
- Prevent leakage from unwanted renewals or expiries, or from work being done against an expired contract.
- Make sure what you and your partners have committed to happens, even as conditions change.

### Cognizant

#### End-To-End Obligation Compliance

Cognizant is now 94% compliant with obligations in contracts managed within ICI thanks to visibility and ease-of-use for business users.

### DAIMLER

#### Advanced Supply Chain Risk Management

Daimler expanded visibility into its 500,000 suppliers by directly connecting the ICI contract rules engine to its sourcing process.

### GRANITE™

#### Centralized Clause And Template Management

Granite's legal department centralized management of indemnity clauses across its \$3.4 billion civil contracting operation, greatly reducing exposure.

**Speed**

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**Performance**

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**Scale**

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**Visibility**

With advanced analytics and AI technology, you can be uniquely prepared to respond to new challenges and opportunities and ensure the intent of every contract is fully realized.

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# Gain visibility into any contract, anytime, anywhere.

- Minimize internal time and external legal fees with AI that can digitize legacy contracts and discover attributes and clauses for management within ICI.
- Increase business agility with anytime, anywhere, on-demand contract data.
- Negotiate optimal terms from a single source of truth that gets smarter with every transaction.
- Strengthen key relationships, meet changing customer expectations, and have the visibility into suppliers and agreements today's marketplace demands.
- Reveal powerful new insights that help you run your business better.



## Actionable Contract Insights

HERE Technologies digitized 70,000 legacy sales contracts using AI, empowering the company to negotiate bigger deals.



## Unified Contract Intelligence

Sanofi consolidated contract data from 60 different systems onto a single global platform for a more harmonized process.



## Company-Wide Workflows

Porsche deployed ICI to 2,000 users in 12 divisions to connect the dots across the entire company for enduring business excellence.



## About Icertis

With unmatched technology and category-defining innovation, Icertis pushes the boundaries of what's possible with contract lifecycle management (CLM). The AI-powered, analyst-validated Icertis Contract Intelligence (ICI) platform turns contracts from static documents into strategic advantage by structuring and connecting the critical contract information that defines how an organization runs. Today, the world's most iconic brands and disruptive innovators trust Icertis to fully realize the intent of their combined 7.5 million+ contracts worth more than \$1 trillion, in 40+ languages and 90+ countries.

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## Offices

