



# Enterprise Contract Management for Manufacturing

With the Icertis Contract Management (ICM) platform, leading manufacturing companies are embracing contract-centric sourcing to lower costs, reduce supplier risk, and accelerate time-to-market.

## THE CHALLENGE

Modern manufacturers are grappling with rapidly evolving competition, dynamic global supply chains, and shifting regulations. In order to stay competitive, leading companies need to become more agile and stay close to both their customers and suppliers. At the heart of each of these relationships is a contract.

In working with some of the world's largest manufacturers, Icertis has identified a number of common challenges:

- Contract storage is fragmented across multiple departments and systems
- Contracts are poorly integrated with critical ERP, CRM, and P2P systems, impeding compliance
- The source-to-contract process is often fragmented, preventing effective supplier risk assessment and performance tracking
- Sales and sourcing happen separately, without the tools to efficiently deliver the back-to-back contracting that is essential to ensure that proposals are designed effectively for new customers
- Lack of visibility makes it difficult to track obligations and SLAs in "product-as-a-service" scenarios

## THE SOLUTION

Icertis has implemented solutions for some of the world's largest manufacturers, leveraging the Icertis Contract Management (ICM) platform's powerful capabilities:

- Fully integrated source-to-contract functionality that surfaces contract insights and supplier performance data during the sourcing process
- Supplier auctions functionality that drives cost reductions through competitive bidding, and then seamlessly initiates contracting
- Supplier risk assessment and monitoring capabilities, including integrations with third-party partners like Dun & Bradstreet
- Obligation tracking that ensures compliance with critical KPIs like SLA levels during the entire duration of each contract
- Integrated sell-side contracting such that large customer deals can be structured with all the necessary back-to-back contracting required to ensure profitability and on-time delivery
- Rigorous obligation and SLA extraction and tracking enables shifts to product-as-a-service business models

# Featured Solutions for Manufacturing

Within the ICM product portfolio, these solutions enable manufacturers to drive even more value from their contracts.

## ICM Sourcing App

The ICM Sourcing app streamlines the source-to-contract process to ensure full compliance, minimize risk and provide a more holistic view of supplier relationships.

## ICM Collaboration Portal App

The ICM Collaboration Portal app helps companies streamline communication by allowing users to extend tailored access to the ICM platform to outside stakeholders.

## ICM Blockchain Framework

The ICM Blockchain Framework leverages third-generation distributed ledger technology to address real-world business challenges, such as ensuring sustainability across global supply chains, maintaining compliance with complex supplier diversity programs, or even making true outcome-based pricing a reality.

## BENEFITS

### Faster Processes

- Rapid review and approval of sourcing agreements
- Reduced vendor evaluation and RFx cycle times
- Greater agility to quickly respond to changing market conditions

### Reduced Risk

- Automated compliance through enterprise-wide clause and template control
- Contract-level enforcement of sourcing strategy
- Streamlined workflows for the right review at the right time

### Optimized Operations

- Significantly better visibility across the contract value chain
- Improved vendor negotiation outcomes with AI-driven insights
- Better visibility into existing contract performance

“From sourcing to contracting we have gained speed, and it has made us safer. We have our risks transparent, we have our process transparent, and our buyers like the software. It’s easy to use.”

Ulrich Ochmann, Product Owner for New Procurement System, Daimler

**3M**

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Icertis, the leading enterprise contract management platform in the cloud, solves the hardest contract management problems on the easiest to use platform. With Icertis, companies accelerate their business by increasing contract velocity, protect against risk by ensuring regulatory and policy compliance, and optimize their commercial relationships by maximizing revenue and reducing costs. The AI-infused Icertis Contract Management (ICM) platform is used by companies like 3M, Airbus, Cognizant, Daimler, Microsoft and Sanofi to manage 5.7 million contracts in 40+ languages across 90+ countries.