



Enterprise Contract Management

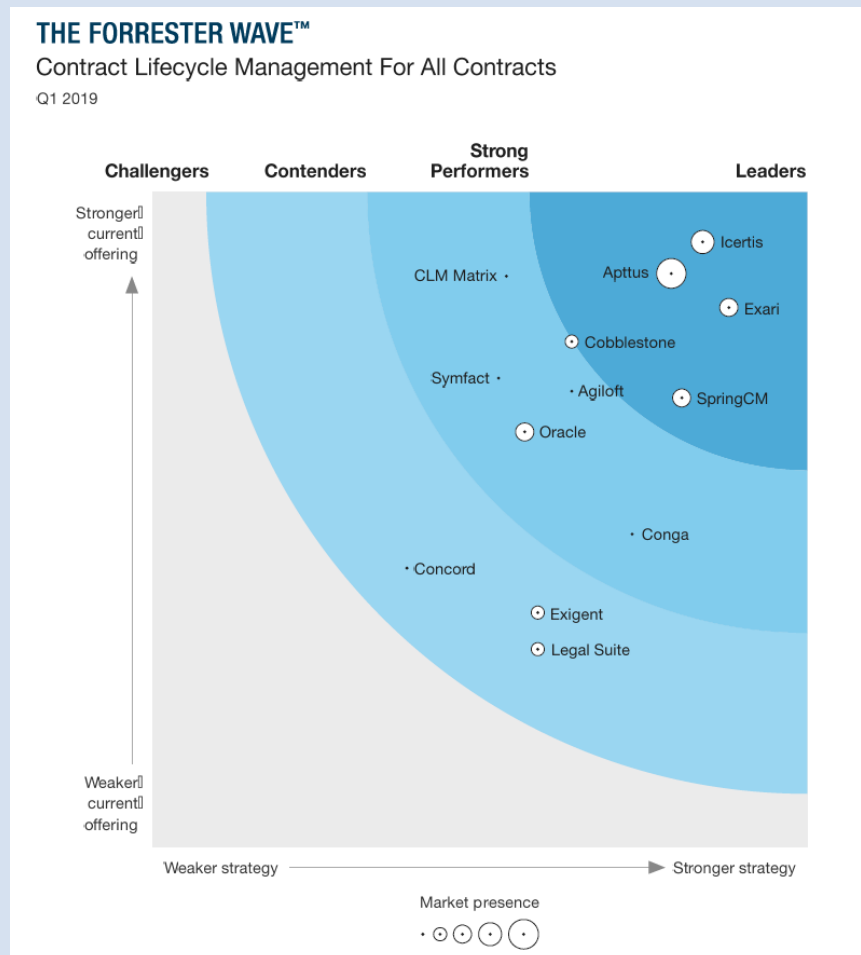
Accelerate
Commerce

Protect
Against Risk

Optimize Business
Relationships



ICERTIS RECOGNIZED AS A 2019 LEADER



Icertis Scored the Highest for Current CLM Product Offering

- The Icertis Contract Management (ICM) platform received the highest score possible (5.0) in 17 out of 22 current offering criteria – more than any other vendor in the evaluation.
- “Its contract creation, contract repository, contract approval, contract fulfillment tracking, importing of existing and third-party contracts, and support for both buy-side and sell-side contracts continue to be outstanding,” the report notes about ICM.
- “Icertis has continued to improve its CLM product since it ranked as a Leader in our 2016 Forrester Wave and has acquired a series of Fortune 100 clients as a result,” according to Forrester.

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Meet Icertis

Icertis is the leading provider of enterprise contract management software in the cloud, enabling companies like 3M, Daimler and Microsoft to better manage their end-to-end contracting process.

Our approach is to have a cloud-based platform for all our clients' contracts to help them accelerate their business performance, manage risk and compliance issues across geographies and teams, and optimize their commercial relationships.

We built the Icertis platform to handle complicated contracting challenges while still being easy for any business person to use.



Contracts form
the commercial
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Transform Your Commercial Foundation

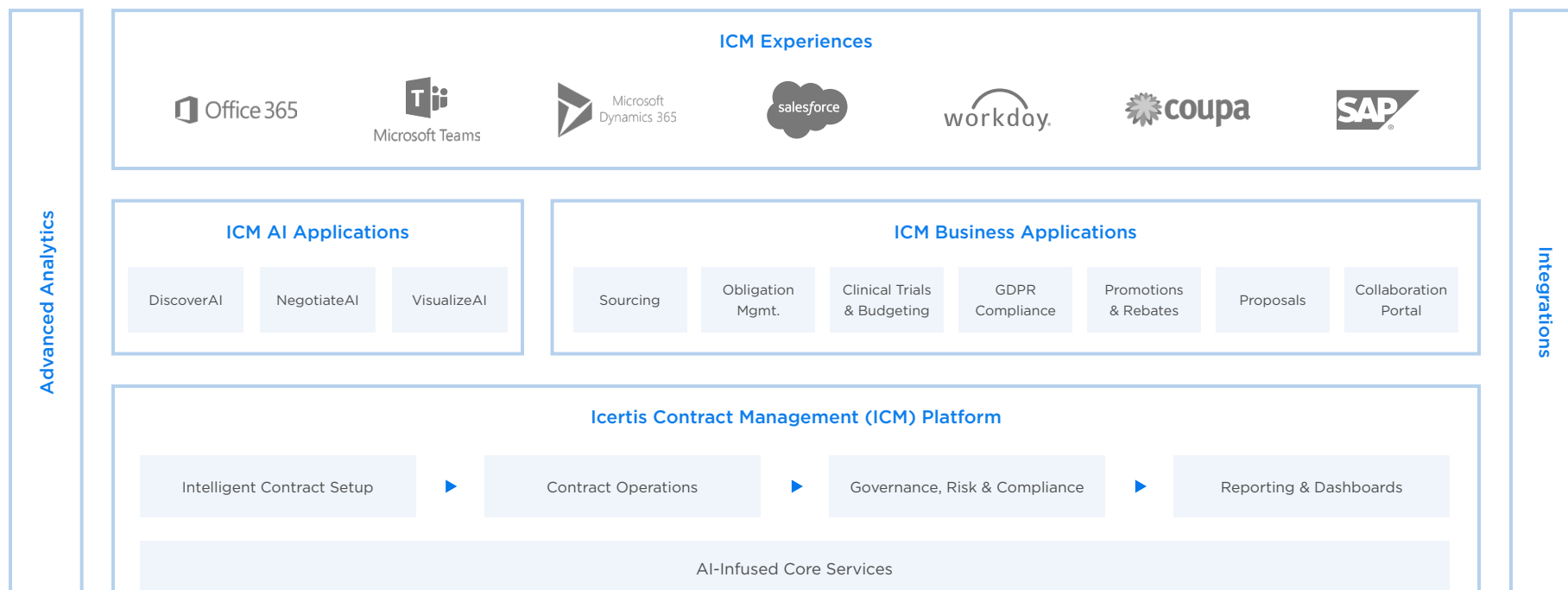
With the accelerating pace of commerce, enterprises in every industry are looking for ways to digitally transform their business to help them survive and compete. No area of a business will benefit more from digitization than contracting.

Contracts form the commercial foundation of an enterprise, managing every dollar in and out of a company. Traditional, disparate contract lifecycle management solutions that only serve as a repository for contracts stand in the way of companies' ability to compete in today's business climate.

That's why leading companies are turning to enterprise contract management powered by artificial intelligence and cloud technology to turn their contracts into valuable strategic assets.



Icertis - Enterprise Contract Management



“Easily Integrates”

“The ICM platform easily integrates with sourcing, procurement, CRM, configure-price-quote, product lifecycle management, project management, service management and document management solutions.”

Gartner ERP Market Opportunity Report

Gartner

“Outstanding”

“Icertis has continued to improve its CLM product since it ranked as a Leader in our 2016 Forrester Wave and has acquired a series of Fortune 100 clients as a result.”

Forrester Wave Contract Lifecycle Management Report

FORRESTER

“CLM Solution Leader”

“Our SolutionMap methodology has identified Icertis as the clear enterprise CLM solution leader...”

Pierre Mitchell,
Chief Research Officer, Spend Matters

Spend Matters

The Value of Enterprise Contract Management

Enterprise contract management applies the power of the cloud and artificial intelligence to contracting in order to accelerate, protect, and optimize commercial relationships.

Accelerate



Increase business velocity and agility by negotiating and executing contracts faster.

This improves customer and vendor experiences, accelerates partner collaboration, and increases efficiency per employee.

**75 DAYS
SHORTER**

Global ISV cut sales contract cycle time from 90 days to 15 days.

Protect



Reduce risk and improve compliance by proactively monitoring contractual obligations and deviations.

This allows organizations to continuously manage risk, juggle regional regulatory rules, and mitigate exposure to audit concerns.

**100% OF CONTRACTS
IMPROVED**

A global professional services firm improved governance and compliance on 100% of contracts.

Optimize



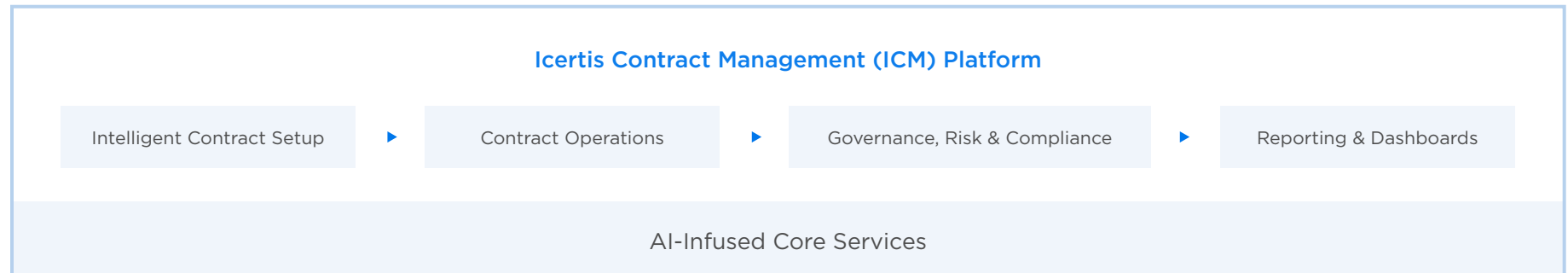
Improve decision making with advanced analytics based on a single source of truth for all enterprise contracts.

This will improve productivity for contract-connected staff, maximize contract consistency and unlock hidden value buried in enterprise contracts.

**\$70 MILLION
SAVED**

A global pharmaceutical company saved \$70M per year through consistent contract terms.

Icertis Contract Management (ICM) Platform



ICM is the leading enterprise contract management platform in the cloud that transforms the foundation of commerce by turning contracts into valuable corporate assets. The ICM platform is easy, intelligent, and enterprise-wide, meaning it can be adapted to suit any business and every user.

Intelligent Contract Setup

Model complex organizations, global business relationships, and contracting processes with the agility to adapt to ever changing business dynamics.

Contracts Operations

Manage the complete contracting lifecycle,

enabling you to reduce cycle times, increase negotiation effectiveness, and manage your contracts at scale.

Governance, Risk & Compliance

Standardize and monitor your contracts during creation, negotiation, and even after execution—mitigating previously hidden risks and insuring that you

fulfill all your contractual obligations.

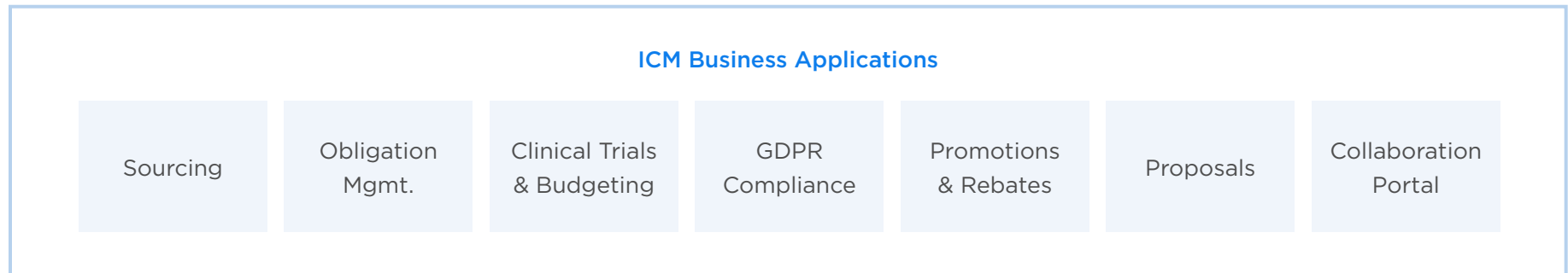
Reporting & Dashboards

Leverage ICM's advanced analytics and AI-enhanced reporting tools to improve visibility across your entire business—reducing contract cycle times, improving negotiation outcomes, and increasing ROI.

KEY FEATURES

- 1. Easy:** Easy to deploy, easy to use, easy to adapt.
- 2. Intelligent:** Maximize revenue, control cost, manage risk.
- 3. Enterprise-wide:** Any contract, anytime, anywhere in the world.

ICM Business Applications



ICM Business Applications help customers address specific business requirements and maximize the value of their investment in the Icertis platform. The apps address specialized business requirements like sourcing, GDPR compliance and collaboration, as well as problems specific to an industry, such as pharmaceuticals and life sciences.

Sourcing

Place contracts at the center of the sourcing lifecycle to deliver significant benefits for procurement departments, their suppliers, and their legal stakeholders.

Obligation Management

Efficiently manage post-execution contract obligations with sophisticated workflow and fulfillment tools, supported by intelligent dashboards and reporting.

Clinical Trials and Budgeting

Better manage clinical trial agreements with CROs and track budgets with tools that give trial sponsors unprecedented control.

GDPR Compliance

Identify non-compliant contracts, mitigate privacy data risks, and manage processor, supplier, and partner obligations in fulfilling stringent GDPR requirements.

Promotions and Rebates

Accelerate promotional contract settlement, reduce leakage of unused promotion budget and missed rebate claims, and improve collaboration between partners to better manage complex vendor/supplier agreements and better meet customer demands.

Collaboration Portal

Eliminate communication barriers and continually engage external partners by extending customized access to the ICM platform to other organizations.

ICM AI Applications



The ICM AI Applications enable companies to solve previously intractable enterprise contract management challenges that are uniquely suited to an AI-powered solution. For the first time in history, contracts are being digitized, and by applying AI to this new pool of digitized data, enterprises can bring static documents to life to interact with humans, surrounding systems and ultimately other contracts.

DiscoverAI

Automatically digitize third-party contracts at scale and then match their attributes and clauses directly to an enterprise clause library, allowing users to work with third-party contracts as they do their own.

NegotiateAI

Leverage AI-powered insights to consistently negotiate the best possible terms and outcomes, adopt contract best practices across the organization and reduce time spent manually authoring and reviewing lengthy contracts.

VisualizeAI

Quickly find and load a large volume of contract data, navigate relationships and easily discover patterns to make better decisions and minimize risks by identifying hidden relationships, thus boosting productivity and reducing operation costs by using fewer resources.

Icertis Experiences

ICM Experiences



Icertis Experiences empower users to create, view, approve, manage and collaborate on contracts in the tools and applications they use every day. This gives them better access to critical information enabling better business decisions, without losing productivity to switching applications.

Office 365

Work in Microsoft Word and Excel to set up templates and draft and review agreements, with all data synced to the system, to optimize contract productivity and user experience.

Teams

Collaborate with colleagues in real time to speed up contract negotiation, redlining, deviation approval and execution, and gain visibility into contract actions and exceptions with automatic notifications and alerts.

Dynamics 365

Create contracts or contact requests with a single click without leaving Dynamics, thereby increasing revenue, reducing risk, and accelerating sales by

connecting the quote-to-cash process to contract management.

Salesforce

Give sales and commercial teams self-service contracting by bringing the power of Icertis seamlessly to Salesforce. This reduces risk and improves the speed and quality of the contracting process for sales-oriented organizations.

Workday Procurement

Synchronize all contract details to Workday for downstream business processes, and manage the data, policies and processes for procurement goods and services to reduce risk and increase financial traceability.

Coupa

Handle vendor contracts, sales contracts, NDAs, and other corporate contracts within the source-to-pay workflow. This helps track contractual pricing commitments and ensure obligations and entitlements are met throughout the lifecycle of the contract.

SAP

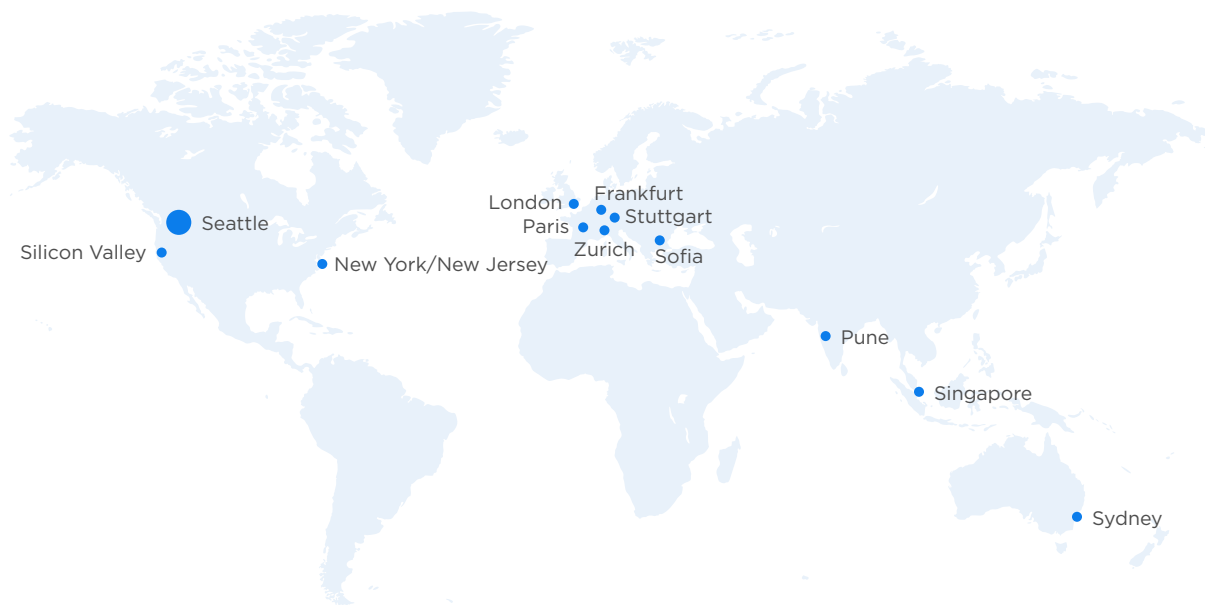
Access the power of ICM from within SAP to ensure all customer and vendor contracting processes are executed and documented within a single applications, thus eliminating contract delays and risks associated with disjointed system.

About Icertis

Icertis is the leading provider of contract lifecycle management in the cloud. Icertis Contract Management (ICM) is an innovative, easy-to-use platform that is highly configurable and continually adapts to complex business needs.

Today, ICM is used to manage 5.7 million contracts in 40+ languages across 90+ countries. With its intelligent workflow and built-in analytics, ICM provides ongoing contractual insights and best-of-breed contract management. ICM enables customers to increase compliance, improve governance, mitigate risk and enhance user productivity, thereby maximizing ROI and accelerating time to value across the global enterprise.

OFFICES



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