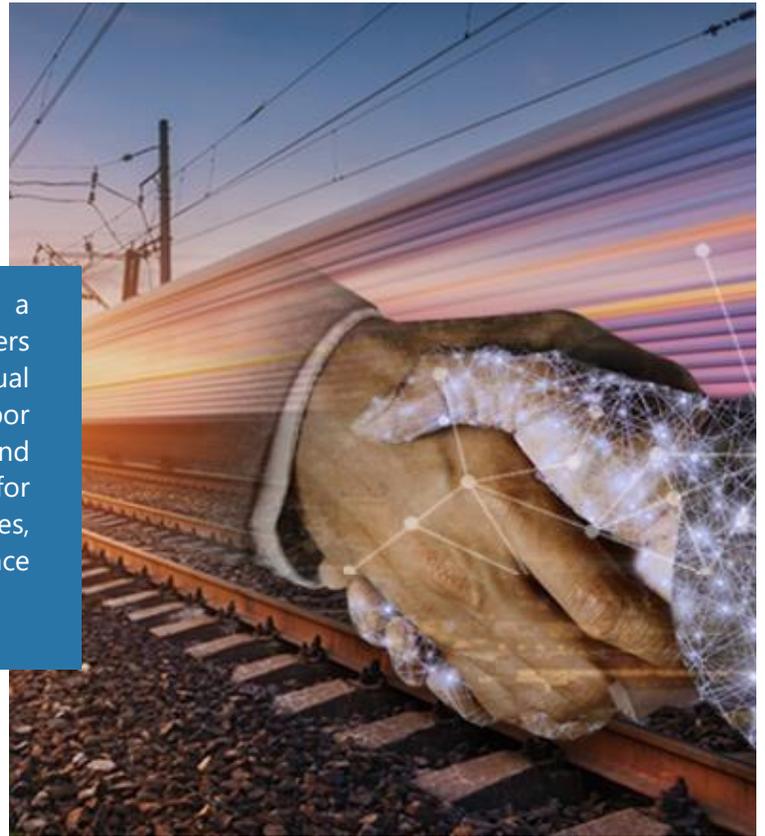




Rail Contract Management

Powered by **icertis**
Applied Cloud

CloudMoyo Rail Contract Management (CRCM) is a Microsoft Azure-based, SaaS platform that empowers modern railroads to digitally transform their contractual relationships with customers, partners, suppliers, labor unions, and regulatory bodies. Powered by Icertis and enhanced by CloudMoyo proprietary apps tailor-made for railroads, CRCM allows railroads to simplify processes, accelerate commerce, mitigate risk, improve compliance and exercise complete control over contract operations.



Freight railroads: Today's scenario

Freight railroads operate in a tightly regulated, complex business environment. Across all departments, including, procurement, legal, compliance, governance, operations, and human resource, railroads are engaged in numerous contractual relationships worth millions of dollars with multiple business entities.

Compliance to these contractual obligations is critical for the success of railroad operations. Lapses often have catastrophic consequences such as service stoppage, penalties, and fines due to compliance breaches.

Critical types of contracts in railroads today	
Procurement	<ul style="list-style-type: none"> Locomotive and equipment purchase and maintenance Leases, renewals, and warranties
Regulatory, governance, and legal	FRA, FTA, DoT, and Railinc
Commercial and accounting	<ul style="list-style-type: none"> Interlining agreements Payment terms and invoicing
Sales and marketing	<ul style="list-style-type: none"> Customer agreements Car-hire and extra services
Maintenance and services	MoW, construction, and AMC
Insurance and risk	Equipment, labor, and data
Labor unions	Union negotiations, OSHA, and FRSA
Real estate	Property, land, track, and private crossing sales and leases

Challenges in contract management for freight railroads

- Unstructured storage and difficulties in retrieving thousands of paper-based contracts generated over 100+ years of railroad operations
- Ever-changing regulations from regulatory bodies, rendering existing contracts non-compliant
- Difficulties in tracking expiries, warranties, and payment schedules for thousands of contracts
- Manual, error-prone processes in identifying and meeting large amounts of complex contractual obligations, resulting in disputes and loss of goodwill
- Contractual agreements with multiple labor unions have non-uniform clauses creating complications in payroll, duty assignments, and claims procedures.
- Equipment sourcing and maintenance, land leases, and construction involves numerous entities and thousands of contracts which are difficult to manage
- Compliance measurement and risk identification due to data and process silos

CloudMoyo Contract Lifecycle Management - Core capabilities

- Central contract repository in the cloud with OCR-based swift migration capabilities
- AI-assisted search capabilities for easy retrieval of contracts
- API-first architecture ready for deep integrations with leading ERP, CRM, POS, digital signature, and other enterprise systems
- Modern UI/UX to simplify workflows and enhance user adoption
- Intelligent contract authoring, ready-to-use contract templates and clause libraries tailor-made for railroads
- Exception management (track warranties, renewals, payment schedules) with alerts and notifications
- Customizable workflows for industry-specific contract scenarios
- Advanced contract analytics for effective negotiations and risk assessment

CloudMoyo Apps for effectively managing railroad contracts

CloudMoyo proprietary apps built on top of CRCM are tailor-made to suit the requirements of freight railroads and enable them drive more value from the contracts.

- **Interlining and customer contracts**
Accelerate authoring of interline and customer agreements with pre-approved clauses and templates and protect railroads from commercial risks, and ensure compliance with Railinc.
- **Sourcing, lease and procurement – Land, locomotives, equipment**
Streamline lease and procurement processes with full visibility into procurement events (proposals and bids) to ensure full compliance and minimize procurement risks
- **Regulatory and compliance contracts (Unions, FRA, FTA, & FRSA)**
With full tracking of regulatory obligations and rule-based clause inclusions, railroads can ensure full compliance with regulators
- **Enhance profitability with proprietary rail decision analytics and AI Framework**
Empower business users to perform comprehensive impact analytics while negotiating the terms of contracts to avoid contracting risks

About us

CloudMoyo empowers rail and transportation companies to gain greater insights, unlock efficiencies, and improve agility in operations, revenue and asset management, as well as critical areas of safety, crew scheduling, and maintenance. Combined with deep rail industry expertise, our cloud-based, AI-driven solutions leverage cutting-edge technology to reimagine railroad digitization. Headquartered in Bellevue, WA, with a presence in Kansas City, MO and an innovation center in Pune, India, CloudMoyo is partnering to create an efficient, productive, and reliable digital-rail ecosystem.

cloudmoyo™

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Business value

Accelerate commerce

- Accelerate quote-to-cash
- Faster interline settlements
- Faster shipment velocity and order fulfilment

Protect against risk

- Comply with labor laws and other prevalent regulators
- Adherence to Railway Accounting Rules
- Protection from price surges and revenue leakage

Optimize your business

- Rapid contract authoring and execution, enhanced enforcements.
- Advanced rail decision analytics for business intelligence
- Contract negotiations (real estate, equipment, services, and customer orders)

Customer speaks

We can now use contractual data to proactively identify business risks, giving us the ability and agility to respond rapidly to market conditions and regulatory changes.

- Class I railroad in North America

