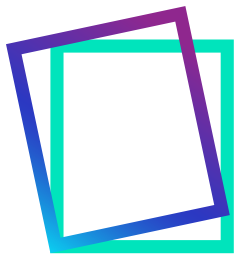


# Icertis Contract Intelligence

Keep your business out in front,  
now and into the future.



Icertis



# Transform your foundation of commerce 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 a business 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—companies can ensure the intent of every contract is fully realized.

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

# The Icertis Difference

Icertis is the only company you can trust to keep your business out in front, now and into the future.



## Bold Vision

**Get more from CLM than you ever thought possible.**

Icertis' category-defining innovation and unmatched technology demonstrates the transformational potential of CLM.

With ICI, you can trust that what you and your partners have committed to happens, while continuous monitoring and smart rules ensure compliance and minimize risk across the organization.

## 500,000 supplier relationships streamlined

With Icertis' category-defining innovation, Daimler was able to completely rethink how it drives speed and compliance in its supply chain.



## Unrivaled Expertise

**Improve your business in ways you never imagined.**

Icertis has expertise in any kind of contract and the best ways to connect them to the processes and systems that touch them.

With ICI, you will benefit from deep knowledge and powerful AI tools to help you ramp up quickly, streamline contracts and processes, close deals faster, and connect the dots across departments.

## 1,200,000 contracts analyzed with AI

With Icertis' AI technology, Microsoft rapidly derived insights from a global body of contracts that will help it minimize risk and achieve business excellence.



## Enduring Commitment

**Set the foundation for long-term business excellence.**

Icertis focuses exclusively on contract intelligence, and we built ICI to integrate easily with core systems.

With ICI, you'll see broad adoption with a platform that is specifically designed for ease of use. And you can be sure that your critical investment will continue to see returns for years to come.

## 70% faster contract turnaround

Best Buy partnered with Icertis to integrate ICI into its point-of-sale system to increase efficiency and stay ahead in the fast-evolving retail industry.



# Icertis Contract Intelligence

Any contract, any scenario

## Icertis Experiences



MS Dynamics 365, MS 365 (Word, Teams, Outlook)



Ariba, S/4HANA, and CX



Sales Cloud/CRM, Revenue Cloud/CPQ



Spend, Financial, and HCM

## Integration Adapters



Advanced Analytics

## ICI AI Applications

DiscoverAI

NegotiateAI

VisualizeAI

## ICI Business Applications

Clinical Trials & Budgeting

Collaboration Portal

GDPR Compliance

Obligation Management

Promotions & Rebates

Proposals

Risk Management

Sourcing

Supplier Onboarding & Diversity Compliance

## ICI Platform

Intelligent Contract Setup

Contract Operations

Governance, Risk & Compliance

Reporting & Dashboards



## Icertis Blockchain Framework

Cloud: Microsoft Azure

# Icertis Contract Intelligence (ICI) Platform



## **Intelligent Contract Setup**

Flexibly model complex organizations, global business relationships, and contracting processes to adapt to ever-changing business dynamics. ICI features extremely flexible configuration, with the ability to model any type of agreement relationship, and provides an intuitive, personalized, role-based experience for any type of user.

## **Contract Operations**

Efficiently manage the complete contracting lifecycle, to reduce cycle times, increase negotiation effectiveness, and manage contracts at scale. ICI features flexible, rule-based contract generation and self-service contracting, and intelligent negotiation and seamless contract execution, supported by powerful collaboration tools.

## **Governance, Risk & Compliance**

Proactively identify, assess, and manage all contract risks and ensure the fulfillment of contractual obligations based on proactive insights from ICI's powerful compliance tools. With ICI, you can ensure standardized, rule-based content based on approved templates and contract relationships, while intelligent contract negotiation tracking and dynamic approval workflows guarantee nothing gets approved without the right review.

## **Reporting & Dashboards**

Leverage ICI's powerful advanced analytics and AI-enhanced contract intelligence tools to improve visibility, reduce contract cycle times, improve negotiation outcomes, and increase ROI.

**ICI provides the most intelligent way to structure and connect all kinds of contracts and the processes they touch, from setup and signing to advanced search and analytics.**

# ICI Business Applications

## ICI Business Applications

Clinical Trials & Budgeting	Collaboration Portal	GDPR Compliance
Obligation Management	Promotions & Rebates	Proposals
Risk Management	Sourcing	Supplier Onboarding & Diversity Compliance

### **Clinical Trials and Budgeting**

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

### **Collaboration Portal**

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

### **GDPR Compliance**

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

### **Obligation Management**

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

### **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.

### **Sourcing**

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

**ICI Business applications help customers address specific business requirements and maximize the value of their investment in the Icertis platform.**

# ICI AI Applications

## ICI AI Applications

DiscoverAI

NegotiateAI

VisualizeAI

### **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.

**The ICI AI applications enable companies to solve previously intractable enterprise contract management challenges that are uniquely suited to an AI-powered solution.**

# Icertis Experiences



Integrate Icertis directly with Microsoft applications products to manage the entire contract lifecycle within Microsoft products and solutions. With the Icertis Experiences for Microsoft, users can create contracts or contract requests with a single click without leaving **Dynamics 365**; drive compliance using standard contract templates and editing contract drafts using **Word**; ensure accuracy by importing data into contracts from **Excel and Outlook**; extend contract collaboration through **Microsoft Teams**; and surface new insights from the data within contracts using **Power BI**.



Streamline procurement processes, reduce supply chain risk and optimize supplier relationships through the integration of Icertis' advanced contract lifecycle management capabilities with **SAP Ariba's** acclaimed spend and supplier intelligence. Organizations can also couple the cutting-edge contract intelligence provided by Icertis with the hyper-personalized experiences enabled by **SAP Sales Cloud** to improve the purchase process for their customers and accelerate the digital sales and contracting lifecycle.



Manage sales contracts natively through the **Salesforce platform** and **Salesforce Revenue Cloud** to accelerate the lead-to-contract process. The Icertis Experience for Salesforce makes it easy for users to perform common contract management actions with one-click directly from within Salesforce, including contract creation, internal and external reviews approvals, and contract upload, download, and assembly.



Accelerate contract operations, optimize spend management, increase purchasing power with suppliers, protect against risk, and simplify system management for organizational changes by seamlessly integrating ICI with **Workday Financial Management**, including **Workday Procurement**, and **Workday Human Capital Management (HCM)**.

**Icertis Experiences empower users to create, view, approve, manage and collaborate on contracts from within the third-party tools and applications they use every day.**



# Validated by the world's top analysts.

## Gartner®

"Icertis is a Leader in this Magic Quadrant because of its comprehensive vision for the future of CLM, combined with a strong ability to execute owing to its software's **depth and breadth of functionality.**"

Gartner Magic Quadrant for Contract Life Cycle Management

## FORRESTER®

"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.**"

Forrester Wave Contract Lifecycle Management Report

## Spend Matters®

"Our SolutionMap methodology has identified Icertis as the clear enterprise **CLM solution leader...**"

Pierre Mitchell,  
Chief Research Officer, Spend Matters

# Trusted by the world's most iconic brands and disruptive innovators.



Auth0



DAIMLER



Johnson & Johnson



## 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.

## Contact Us

[icertis.com/contact](https://icertis.com/contact)

## Offices

