EBOOK

Icertis

The Value of Icertis Contract Intelligence

How 12 leading enterprises have driven business performance with AI-powered contracting.

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.

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.

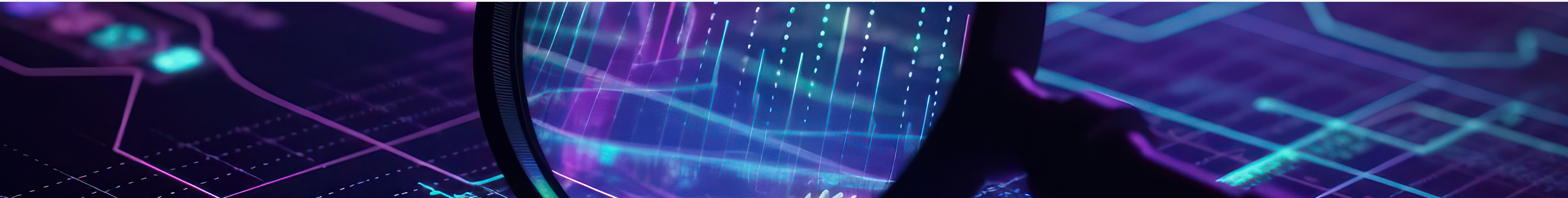
Today, the world's most iconic brands and disruptive innovators trust Icertis to fully realize the intent of their combined 10 million+ contracts worth more than $1 trillion, in 40+ languages and 90+ countries.

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 how businesses increase and protect revenue, find and increase savings, improve compliance, and drive efficiency enterprise-wide.

Revenue **Savings** **Compliance** **Efficiency**



Revenue

Close bigger deals, reduce churn, and discover new revenue opportunities in your accounts with total contract visibility.

Increase and protect revenue and rapidly respond to new opportunities and conditions.

- Ramp up quickly and demonstrate quick time-to-value with a implementation that maximizes transaction value.
- Close more deals by empowering sales and shortening contract negotiation cycles.
- Improve cash flow by ensuring all entitlements are fully realized as conditions are met.
- Make sure what you and your customers have committed to happens, even as conditions change.
- Uncover new revenue via levers like over-usage tracking, inflation clause, and price adjustments.

Accelerate Cash Flow

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

Speed Up Contract Resolution

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

Close Bigger Deals

HERE Technologies digitized 70,000 legacy sales contracts using AI, giving teams the data they need to stay ahead of renewals and improve deals.

Revenue | Savings | Compliance | Efficiency

Savings

Identify spend inefficiencies and quickly onboard new suppliers to reduce costs and protect margins.

Minimize costs and increase savings across the organization.

- Streamline supplier spend and reduce contract turnaround time.
- Negotiate payment terms with vendors and customers 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.
- Make sure what you and your customers have committed to happens, even as conditions change.
- Ramp up quickly and demonstrate quick time-to-value with a customized implementation that addresses your most urgent priorities first.

DAIMLER

Increase Supplier Visibility

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

Microsoft

Reduce Contract Administration Cost

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

VALLEN

Maximize Vendor Savings

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

Revenue | Savings | Compliance | Efficiency

Compliance

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.

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

Drive 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.

sanofi

Create A Single Source Of Truth

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

GRANITE

Centralize Clause And Template Management

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

Revenue | Savings | Compliance | Efficiency

Efficiency

Streamline workflows with templates and integrations that eliminate redundant work and automate contract creation, negotiation, and fulfillment.

Do more with less through intelligent contract automation.

- Minimize internal time 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 that's integrated into other business systems.
- Do more with less by automating low-value tasks, giving teams the bandwidth to focus on bigger projects.
- Onboard suppliers faster and keep your supply chain agile.
- Connect seamlessly to existing tools and processes to speed organization-wide adoption.

abbvie

Reduce Contract Turnaround Time

Abbvie Canada reduced contract cycle times by 92%, increasing efficiency and accelerating deals.

Gateway Health

Optimize Digital Collaboration

Gateway Health optimized digital collaboration with 29,000 healthcare providers, enabling quick collaboration on all deals.

FERRING PHARMACEUTICALS

Enable Self-Service Contracting

Ferring Pharmaceuticals reduced reliance on legal with self-service contract creation of over 50% of agreements.

Conclusion

Contracts govern what you buy, what you sell, and how you run. That's why the world's most iconic brands and disruptive innovators are taking a new approach to these critical documents — contract intelligence. As we demonstrated here, contract intelligence does more than digitize contracts. It drives bottom-line results while improving compliance and efficiencies.

With new technologies like generative AI continuing to disrupt the contract management category, the strategic advantage organizations get from their contracts will continue to grow.

To see how Icertis Contract Intelligence can transform the value you get out of your commercial agreements, please register for a demo, or reach out to a platform specialist.

View a Demo

icertis.com/demo

Contact

icertis.com/contact

Validated by the world's top analysts.

Gartner®

"Icertis provides support for a broad category of contracts across procurement, sales, finance and other areas of legal and compliance. Icertis has also demonstrated market responsiveness and adaptability by developing "business apps" for clients that go beyond what a traditional CLM solution can do."

Gartner Magic Quadrant for Contract Life Cycle Management

IDC

"Icertis was early to adopt and infuse AI capabilities in its platform and is viewed as an industry trendsetter with respect to advanced-level discovery and data mining capabilities."

IDC MarketScape: Buy-Side Contract Life-Cycle Management Applications

Spend Matters™

"Icertis' enterprise expertise extends to levels above and beyond most peers, such as its ecosystem of business applications that provide specific solutions for unique contract types (e.g., retail rebate management) and vertical/domain-specific data models."

Nick Heinzmann, Vice President of Research, Spend Matters