

# CONTRACT LIFECYCLE MANAGEMENT (CLM)

Drive Visibility and Efficiency While Eliminating Risk for Your Enterprise



**100%** of legal departments say their workload is **rising faster than their budget.**

Out-of-date contract processes can hurt business across legal, sales, finance, and procurement.

Apttus Enterprise CLM's use of AI and Machine Learning brings speed and efficiency to contracts so procurement is more agile and sales teams gain more time for selling. The global standardization of contracts on a single data model eliminates bottlenecks, minimizes risk, maximizes compliance, and reduces the cost of sales, service, and delivery.

Apttus Enterprise CLM is more than a simple document storage and generation tool. It's a strategic asset that reduces risk and increases sales.



## CHALLENGES



- Lack of visibility or control over agreements increase legal risk
- Long contract cycles lead to lost sales
- Difficult to approve contract terms
- Third party paper can increase review cycle times
- Bottlenecks caused by requests and approvals from Sales, IT, HR, and Finance teams

## KEY BENEFITS



- Control of negotiations, amendments, and other sources of contract risk
- Point-and-click assembly and self-service portals accelerate deal cycles
- Flexible approvals
- Measure and manage contractual obligations
- Key insights into renewals, expirations, cycle times, and workloads

# APTTUS CLM

Drive Visibility & Eliminate Risk

## CAPABILITIES

83% of legal departments face pressure to improve efficiency and lower costs

- Contract Visibility: 360 degree view of entire contract cycle, including: negotiations, emails, documents, etc.
- Apttus Intelligent Import™: Quickly and accurately import all legacy and third-party contracts
- Configurable Alerts: Provide notifications on key events and dates throughout the organization
- Contracts in Microsoft Office: Manage the entire contract lifecycle in a familiar legal user interface
- Synchronized Information: Changes made in contracts are reflected across all agreements, regardless of source
- Configurable Wizard: Enable users to request contracts via a dynamic questionnaire
- Contract Compliance: Store final contracts, prior versions, metrics, and approval histories in a secure repository
- Collaboration: Enable teams to share best practices and work together securely within documents
- Multi-language and multi-currency support: Get 30+ languages and currencies out-of-the-box
- Contract Analytics: Analyze contract compliance, opportunities, and risks

“Companies that are open to **digital transformation** are better positioned to differentiate their legal services and provide higher-valued support to their business clients.”

**Dennis Garcia,**  
Assistant General Counsel, Microsoft



### REAL OUTCOMES FROM APTTUS CLM CUSTOMERS

45%

Increase in Contract Accuracy

43%

Increase in Compliance

42%

Faster Contract Processing