



SirionOne for Supplier Management

SMARTER CONTRACTS, STRONGER SUPPLIER RELATIONSHIPS

An exhaustive network of suppliers underpins the operations of a modern enterprise. By outsourcing ancillary requirements – such as facility management, IT, HR and others – to supplier partners, companies push down costs, gain efficiency, and are able to reallocate resources to focus on developing their core products or services. Such supplier relationships are governed by hundreds of distinct contracts, which are often created and managed by discrete business functions operating in silos. Once a contract is executed, it is usually lost among emails, file servers and other IT systems. As a result, contract managers find it difficult to gain a holistic view of supplier relationships and measure what was delivered (outcomes) against what was promised (contracted terms) and what has been billed for (invoices), leading to significant value leakage.

With SirionOne, enterprises can bring their operational silos closer together on a single platform and bridge existing gaps in their post-signature contract lifecycle management practice. Our solution extracts underlying obligations and service levels from executed contracts and maps performance data to contractually expected outcomes to automatically validate supplier invoices. This in turn enables enterprises to ensure that they pay for only what has been delivered, predictively discover potential disputes, and take a data-driven approach towards supplier management.

KEY BENEFITS



- **Top & Bottom Line Impact:**
Up to 4-8% reduction in soft value leakage and up to 6-12% reduction in hard value leakage.
- **Efficiency Gains:**
Manual contract governance effort reduction by up to 60% through automation.
- **Enhanced Transparency:**
Anytime, anywhere access to contract documents and complete visibility into milestones, expected outcomes, KPIs, service levels, and more.
- **Measurable Performance:**
Automated validation of supplier performance against underlying obligations and SLs.
- **Stronger Relationships:**
Single pane of glass that provides clear evidence of performance and obligation compliance, resulting in fewer issues and disputes.

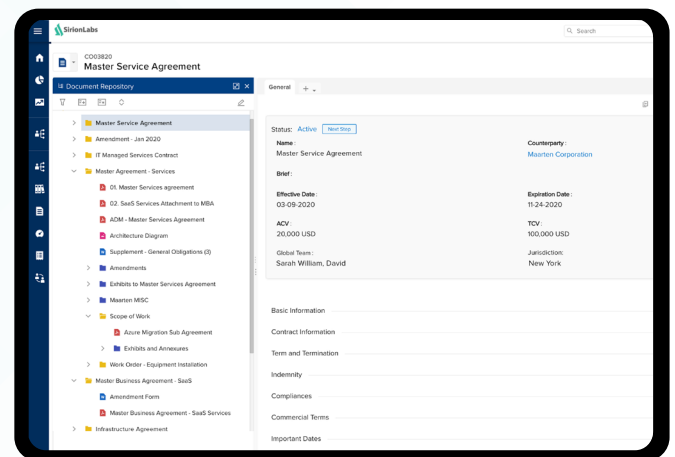


SirionOne | KEY CAPABILITIES

CONTRACT MANAGEMENT

Enable contract managers to gain 360-degree visibility into contracts and streamline the change management process.

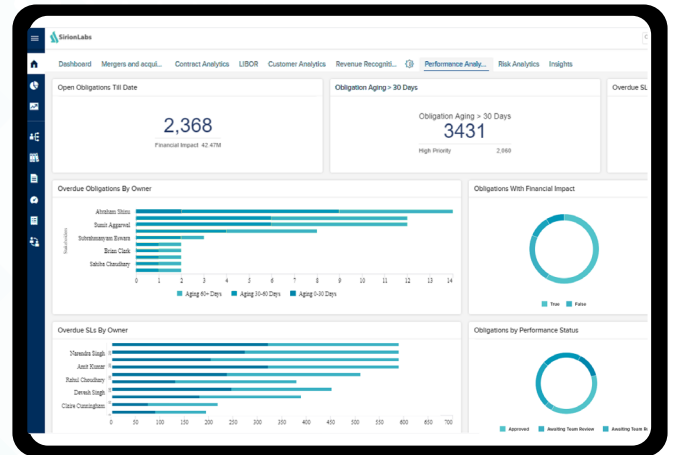
- » Digitize legacy contracts using Sirion's AI to extract 100s of embedded metadata, clauses, obligations, service levels, rate cards, and more, and store them in a centralized repository.
- » Store and view digitized contracts and documents in a hierarchical, access-controlled, fully auditable repository with an integrated document viewer.
- » Search for and retrieve contracts using a variety of advanced search features such as full text search, Boolean, regex, fuzzy, and more.
- » Monitor upcoming renewal and expiration events with configurable alerts, notifications, and calendar entries.
- » Streamline contract change management with robust version control and automatically refresh updated metadata and affected obligations.



PERFORMANCE MANAGEMENT

Gain real-time visibility into actual performance data and granularly compare it against contractually obligated outcomes.

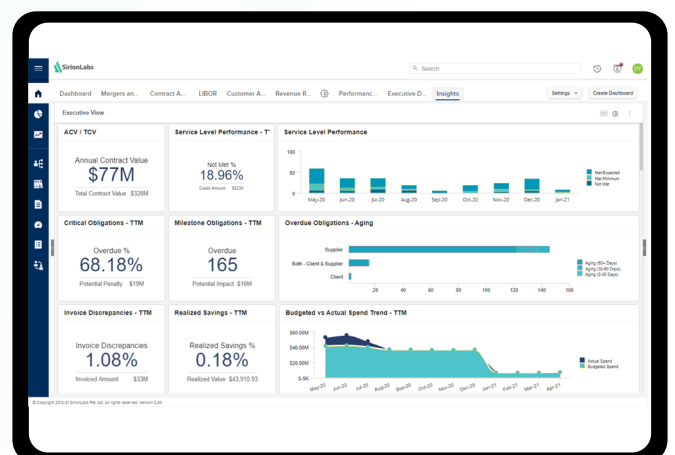
- » Visually monitor performance against contracted terms for all types of obligations, milestones, deliverables, and policy and regulatory requirements.
- » Automate obligation schedules, whether one-time, recurring or triggered.
- » Navigate to the exact location within the contract from where an obligation has been extracted.
- » Enable auto-validation of service levels against raw performance data.
- » Automate the computation of credits and earnbacks and cascade them down into invoices.
- » Make change management invisible, with changes automatically propagating to affected obligations.
- » Ensure that financial impact of obligations, including payments and penalties, flow directly to the appropriate invoice line item.
- » Set up email-based and automatic alerts and reminders to help business users stay on top of upcoming or overdue tasks and obligations.
- » Define multiple sequential/parallel approval loops using dynamic work flows mapped against each contractual obligation assignment.



RISK MANAGEMENT

Take control of your contracts and associated relationships, gain visibility into external risk elements, and leverage qualitative and quantitative insights into performance.

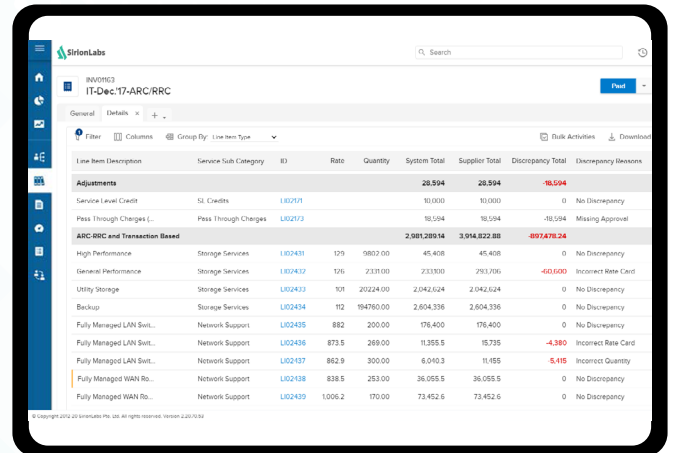
- » Track performance risk against contracted KPIs such as service levels, project timeliness, obligations and milestones, and financial metrics.
- » Monitor if regulatory compliance requirements are being fulfilled or not to mitigate risk.
- » Assess risk associated with issues and disputes by creating a single source of truth for all contracting parties.
- » Use the PESTLE framework (Political, Economic, Sociological, Technological, Legal, Environmental) to analyze supplier risks associated with external factors.
- » Combine qualitative (surveys) and quantitative (performance) relationship assessments from both internal stakeholders and external parties to gain a more accurate picture of counterparty perception.



INVOICE AUDITING

Ensure that you pay only for what has been delivered under the terms of the contract.

- » Leverage computational algorithms for a four-way auto-reconciliation of invoices, POs, contracted pricing, and performance data.
- » Manage simple as well as complex pricing structures, including fixed fee, time and material, base units, ARC / RRC, adjustments, etc.
- » Automate review and approval workflows with advanced analytics to identify discrepancies.
- » Automate consumption validation against raw data sourced from various enterprise systems such as ERP, CRM, contingent workforce, project management, warehouse management, inventory management and more.
- » Manage spend pools assigned on overall spend budgets as well as those assigned per contract for raising future WOs and SOWs.
- » Analyze purchase trends to optimize supplier spend and highlight improvement areas.

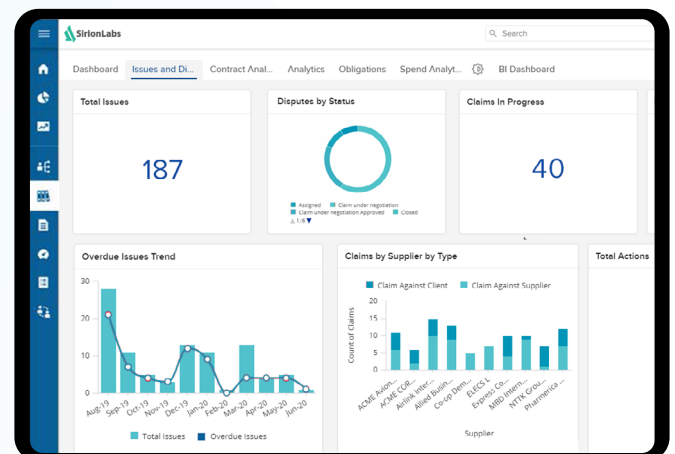


Line Item Description	Service Sub Category	ID	Rate	Quantity	System Total	Supplier Total	Discrepancy Total	Discrepancy Reason
Adjustments					20,594	20,594	-10,594	
Service Level Credit	SL Credits	L020701			10,000	10,000	0	No Discrepancy
Pass Through Charges (-)	Pass Through Charges	L020702			10,594	10,594	-10,594	Missing Approval
ARC/RRC and Transaction Based					2,081,289.14	3,914,822.88	-697,476.24	
High Performance	Storage Services	L02431	125	9802.00	45,408	45,408	0	No Discrepancy
General Performance	Storage Services	L02432	126	2331.00	233,900	293,706	-40,806	Incorrect Rate Card
Utility Storage	Storage Services	L02433	101	20224.00	2,042,624	2,042,624	0	No Discrepancy
Backup	Storage Services	L02434	112	194760.00	2,604,336	2,604,336	0	No Discrepancy
Fully Managed LAN Svc...	Network Support	L02435	882	200.00	176,400	176,400	0	No Discrepancy
Fully Managed LAN Svc...	Network Support	L02436	873.5	269.00	11,555.5	15,735	-4,180	Incorrect Rate Card
Fully Managed LAN Svc...	Network Support	L02437	862.9	300.00	6,040.3	11,455	-5,415	Incorrect Quantity
Fully Managed WAN Ro...	Network Support	L02438	838.5	253.00	36,055.5	36,055.5	0	No Discrepancy
Fully Managed WAN Ro...	Network Support	L02439	1006.2	170.00	73,452.6	73,452.6	0	No Discrepancy

COLLABORATION

Proactively drive supplier collaboration and take a data-driven approach towards managing relationships and governance process health.

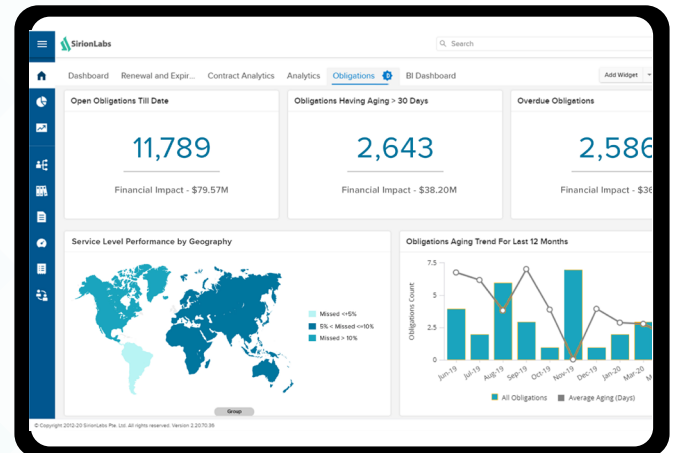
- » Establish a common platform for buyers and suppliers to manage and analyze all key governance activities such as meetings, action items, issues, and claims/disputes.
- » Manage governance meetings directly from MS Outlook calendar.
- » Create issues/actions from any source (supplier/customer, contract, obligation, governance forum) or link them to resulting tasks (contract interpretation request, contract change).
- » Track claims and disputes, credit and debit notes, and more on a single central platform that is accessible to both buyer and supplier teams.
- » Create and maintain governance process health scorecard to monitor effectiveness of governance processes.
- » Generate quantifiable risk metrics to measure and compare compliance levels across suppliers.



ANALYTICS & REPORTING

Gain complete visibility into service level and obligation fulfillment status and compliance through advanced reporting and analytics capabilities.

- » Access hundreds of role-based dashboards, widgets, and reports that provide 360-degree visibility into supplier performance and risk.
- » Gain a holistic view of engagement data by integrating with other enterprise systems and pulling in data to further enrich analytics.
- » Leverage Sirion Watch to continuously monitor standard metrics and alerts users to important changes.
- » Let Sirion's AI suggest exploratory insights based on historical user behavior trends and interaction with system widgets.
- » Retrieve analytical insights and access visualizations using natural language queries.
- » Use SirionBI Narratives to access insights in simple English with rich visualizations that improve data comprehension and accelerate decision making.



PLATFORM FEATURES

ENTERPRISE GRADE CLOUD SECURITY

- » Deployed on AWS public cloud, which ensures seamless global update rollout and data backup.
- » Secure environment based on the latest security standards, including 256-bit encryption.
- » SOC 2 Type 1, ISO 27001:2013, ISAE3402, and GDPR complaint system.
- » Enhanced data security and ownership with Bring-Your-Own-Key (BYOK) encryption with the option to use an externally generated secret tenant.

ENHANCED USABILITY

- » Drag and drop feature, configurable panel sizes, dynamic menus, widgets for task management, calendar, chat, and more.
- » Configurable column headers and filters, columns order, and sorting logic.
- » Savable user-defined views of reports, listing pages, and dashboards.
- » In-application interactive walkthroughs and guidance flows to accelerate user adoption, adoption, cut training and support costs, and improve productivity at scale.

EXTENSIVE CONFIGURABILITY

- » Zero code work flow and business rules configurator that supports conditional fields and event triggers.
- » Configurable access-control for every entity based on user attributes such as role, geography, function, contract or customer's software instance.
- » Configurable user-level permissions for every operation that can be performed on the system.

TAXONOMIES & DATA NORMALIZATION

- » Built-in taxonomy libraries to enable AI-led structuring of unstructured contract and non-contract data.
- » Data normalization during extraction to enable comparative analysis across the entire gamut of purchase categories.

DEEP INTEGRATIONS

- » RESTful APIs to minimize response time and boost performance.
- » Out-of-the-box integration connectors for third-party systems such as SAP Ariba, RSA Archer, Service Now, and more.
- » Support for single sign-on through integration with enterprise active directory.
- » Deep integration with Sales force CRM to submit contract creation request directly from Salesforce.

MOBILE APP

- » Review and approval tasks can be completed through mobile app.
- » Users receive alerts and notifications against renewal and expiration events and new or pending tasks.
- » Contract repository can be accessed and searched using wide selection of filters and operators.
- » Native chat and tagging (@ and # operators) function enhances collaboration with other users.
- » Home page dashboards can be extensively personalized with a wide selection of widgets.

