



LIVE WEBINAR

Manage Contract and Revenue Risk with Next-gen Contract Management

Dec 9, 2020



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1,538.78

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37,492.43

201.5

1,097.9

19,56.90

0.0

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28,875.5

26,465.54

28,161.92

26,465.54

198.45

64%

85%

Meet the speakers



Scott Quinn

*Vice President -
Customer Success*
SirionLabs



Claire Cunningham

*Associate Vice President –
Solution Consulting*
SirionLabs

The Housekeeping Items

- Webinar slides and recording will be emailed
- Enter questions in Questions tab on webinar panel

What will be covered today



Key challenges faced by stakeholders from legal, finance, sales and IT while managing customer agreements



Best-practices for customer contract management



Live demonstration of next-gen CLM technology purpose-built for managing customer contracts

SirionLabs | Who we are

Leveraging AI to transform enterprise contract management (CLM)



SIRION IMPACT

300,000+

BUYERS AND SUPPLIERS ON SIRION

\$300B+

TCV UNDER MANAGEMENT

\$40B+

INVOICE AMOUNT VALIDATED

\$2.2B+

HARD SAVINGS AND INCREMENTAL REVENUE DELIVERED



WEBINAR

Manage Contract and Revenue Risk with Next-gen Contract Management



Key challenges while managing customer agreements



Legal

- Tedious contract creation process with **manual legal reviews**
- **Poor collaboration**
- **Lack of visibility** to historical contract data
- **Risk** due to non-compliant contract creation



Finance

- **Revenue leakage**
- Risk due to **compliance gaps**
- Lack of visibility to **key delivery and payment milestones**
- **Lack of timely insights** jeopardizing renegotiation opportunities



Sales

- **Reducing time-to-contract** for faster deal closure
- **Ensuring strong customer relationships** from signature through to renewal
- Lack of insights to identify **upsell & cross sell opportunities**

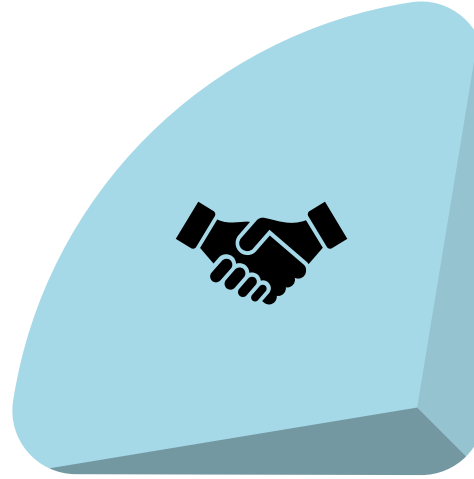


IT

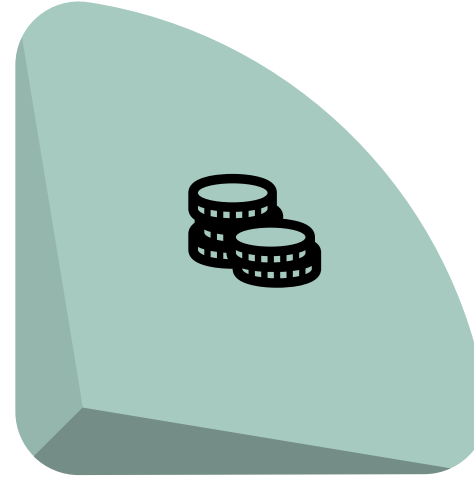
- **Integration** with other enterprise systems (CRM, ERP, Order-to-Cash)
- **Scalability**
- **Speed and ease of deployment**

Risks of ineffective customer contract management

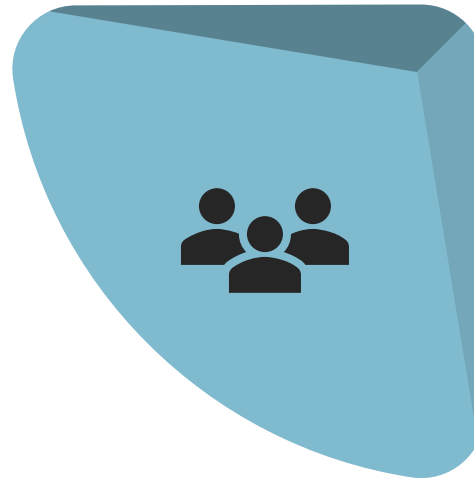
Lost revenue opportunities
due to competition closing
deals quicker



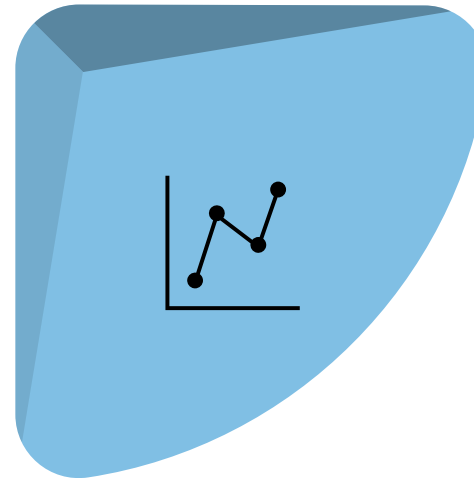
Revenue leakage due to
over-delivery/under-billing



Huge manual effort in finding
data and responding to audits
and compliance requirements



**Missed renegotiation and
upsell/cross-sell opportunities**



CONTRACT AUTHORIZING

- MS Word and MS Outlook plugins
- AI-powered legal review
- Configurable negotiation, approval and e-sig workflows

CRM INTEGRATION

- Contract assembly from CRM platforms

REVENUE ASSURANCE

- SLs and obligation monitoring
- Financial and pricing terms tracking
- Proforma invoice generation

REPOSITORY & ANALYTICS

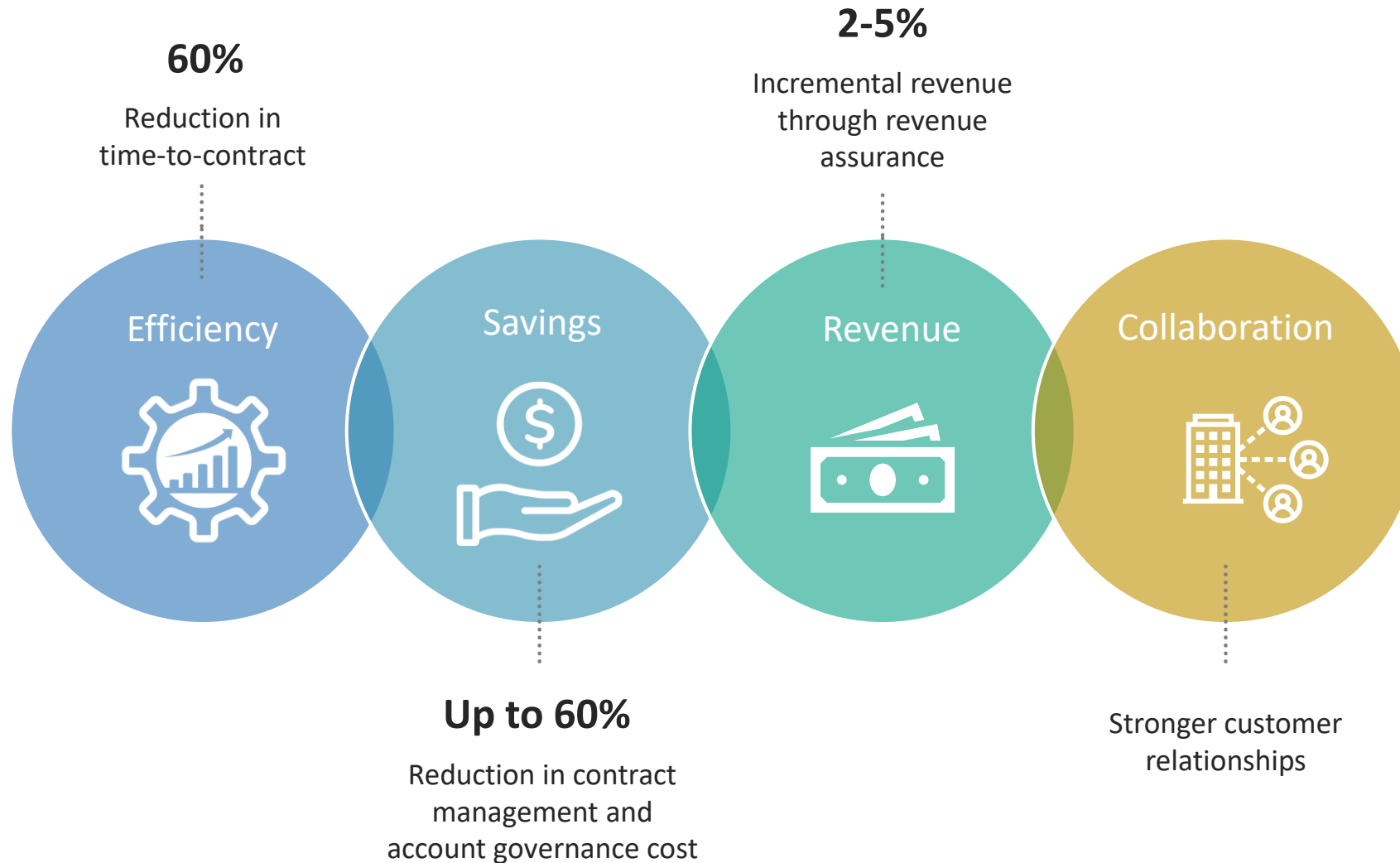
- Centralized repository
- AI-powered contract extraction
- Risk analytics

CLM for Managing Customer Contracts

REPORTING

- Configurable alerts and notifications
- Contract and account engagement analytics

Benefits of streamlining customer contract management





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[/SirionLabs](https://www.linkedin.com/company/SirionLabs)

What's next?

- Please complete a brief survey at the end of this webinar to give us your feedback
- Look out for a follow-up email with a copy of these slides and a recording of the webinar
- Join us for more such events

THANK YOU



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