



SirionOne for Contract Analytics

INTRODUCTION

Do you know where your contracts are? Is it easy to interrogate your contracts to find the data critical to your business? Contracts form the basis for every commercial relationship and today more than ever, you need to have contract data at your fingertips.

However, contracts are not easy to find and interrogate for insights. They are usually managed by siloed business functions and stored across a fragmented enterprise IT landscape that comprises ERPs, CRMs, P2Ps, offline file servers, and more. Enterprises often lack the tools they need to aggregate this unstructured data and transform it into meaningful information. As a result, businesses are often compelled to employ cost and time intensive processes and multiple point solutions to manually search for and leverage business data locked away in paper and electronic contracts.

In turn, it becomes increasingly difficult to leverage contract data to support time bound negotiation strategies, assess portfolio risk, or generate the insights needed to forge stronger contracts.

BUSINESS OUTCOMES



Compliance Readiness:

Manage risk and compliance by gaining better visibility into missing clauses and clause deviations.

Contract Intelligence Augmentation:

Augment your existing CLM, P2P, CRM and ERP investments by infusing them with AI.

Streamline Sales Relationships:

Analyze revenue recognition against contracted TCV, line of business, region, vertical, account, and more to identify cross sell and up sell opportunities.

Procurement:

Understand the obligations, SLs, risks and spend analytics for all your vendor contracts.

M&A Support:

Accelerate due diligence by quickly interrogating contracts and rationalize supplier and customer bases after M&A event.

LIBOR:

Kickstart LIBOR transition - beginning with enterprise-wide contract review and digitization, followed by term extraction, remediation/repapering, and third-party collaboration.

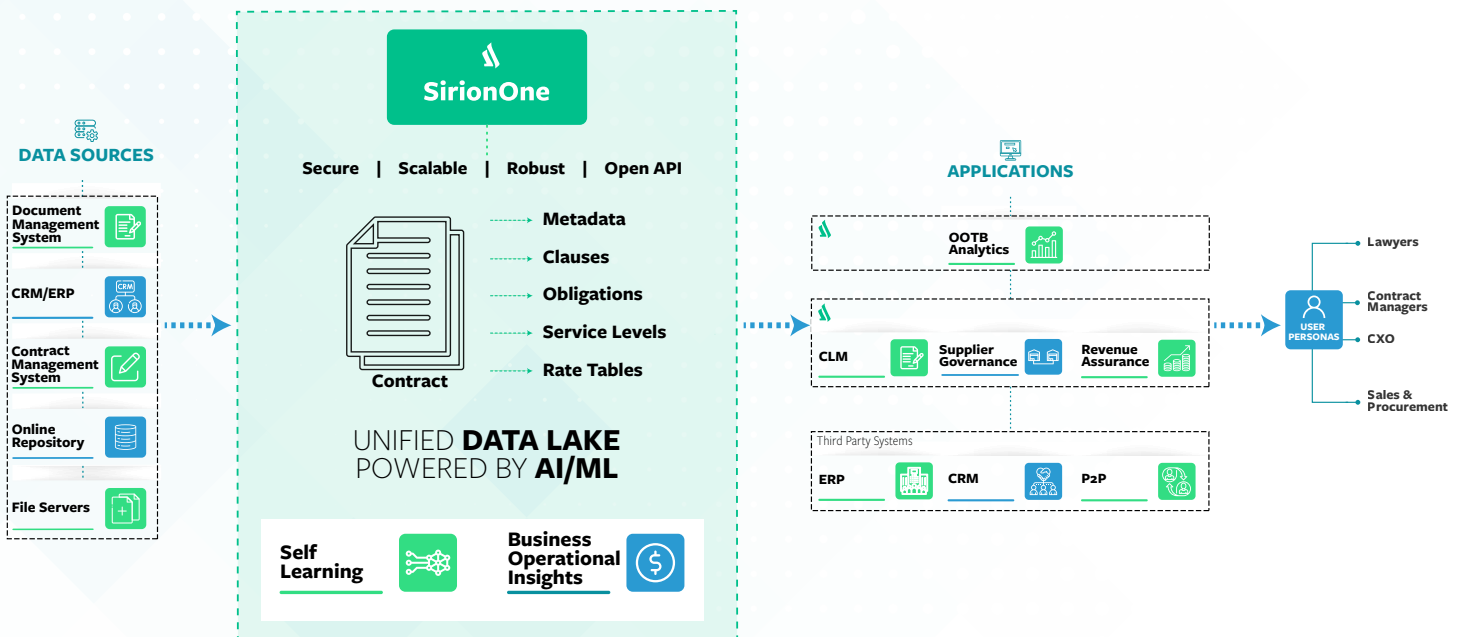
Disaster Readiness and Response:

Shorten contract review cycle time through AI-led contract analysis and discover if your business is prepared to handle a black swan event along with possible next steps.

ONE PLATFORM, ANY CONTRACT, EVERY INSIGHT



With SirionOne, you can bring your offline contracts online, digitize and mine them for intelligence to de-risk your existing portfolio and sign smarter agreements, every time you contract. Our unified platform offers a wide range of out-of-the-box connectors, which you can use to integrate with your enterprise IT environment and pull in legacy contracts stored in these silos.

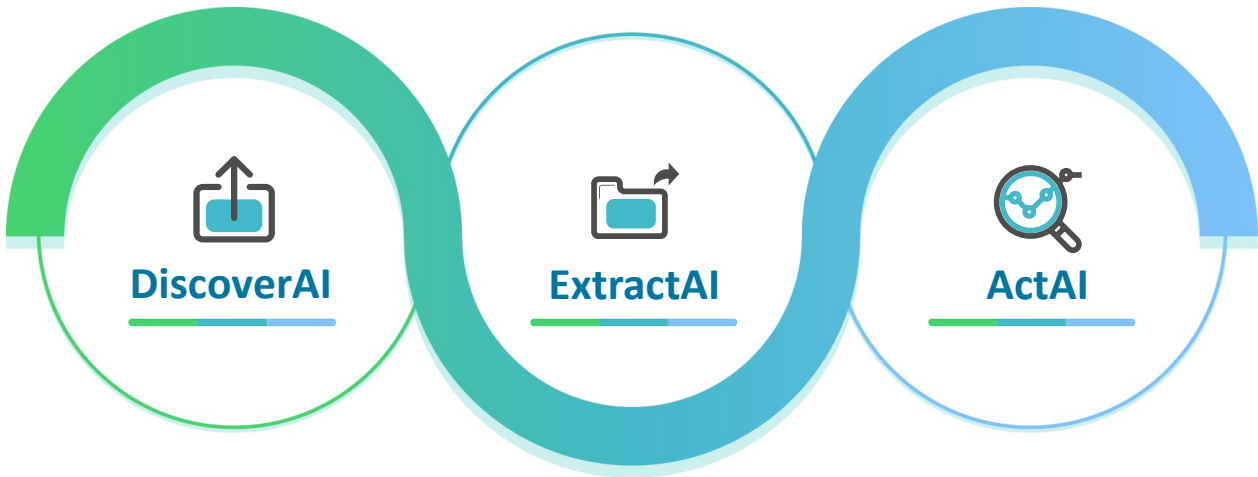


AI-Powered Contract Extraction and Analytics Technology

Sirion’s AI engine automatically digitizes them and extracts key information such as contract metadata, clauses, obligations, service levels, and rate cards, which are then stored in a cloud-based centralized repository to enable on-the-go access and deep analytics. The ML engine grows smarter with each contract it processes, learning from contract structure and taxonomy variations, and incrementally improving the platform’s accuracy and robustness.

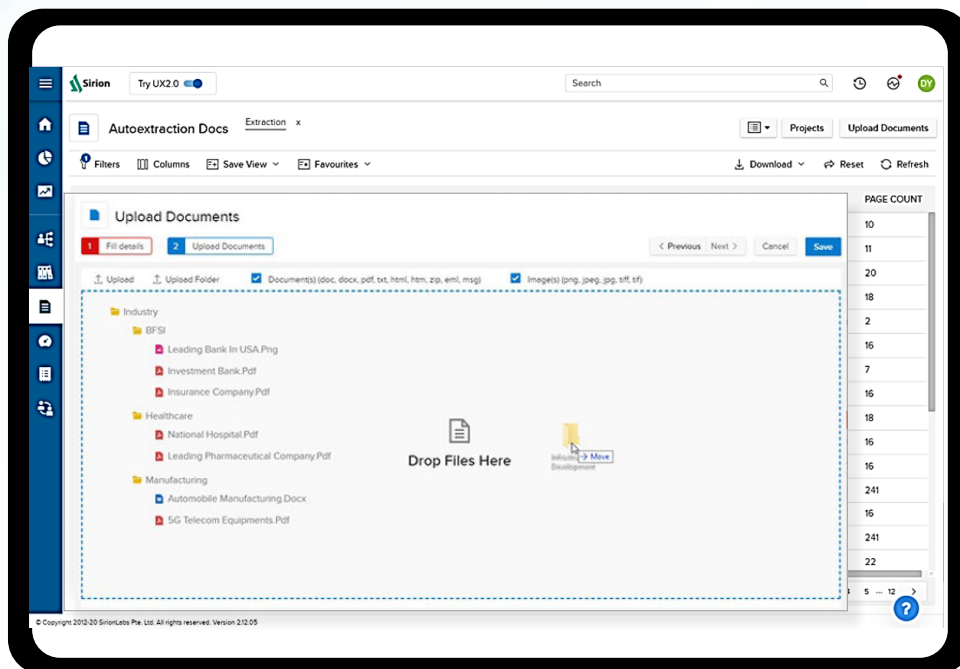
SirionOne mines your entire portfolio for performance insights and risk analytics, which are then used to feed the platform’s authoring and negotiation capabilities, empowering your teams to create progressively smarter contracts for better business outcomes.

THREE STEPS TO UNLOCK CONTRACT INTELLIGENCE



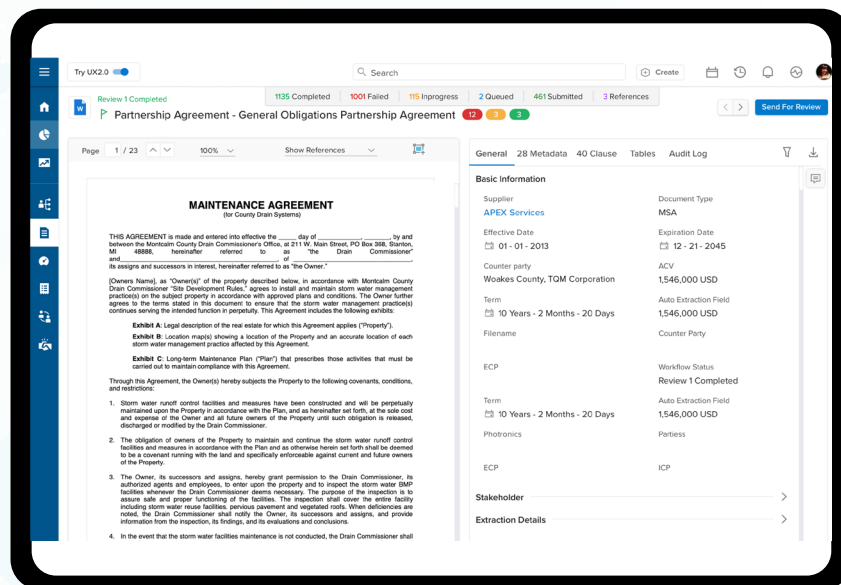
1. DiscoverAI

- » Leverage OOTB adaptors to integrate with other IT systems to automatically ingest documents or selectively drag and drop files.
- » Upload and extract data from a variety of document (MS Word, PDF, etc.) and image formats, zipped folders, and embedded documents such as email attachments.
- » Organize documents into project folders and track everything on the live project board.



2. ExtractAI

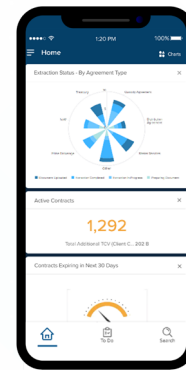
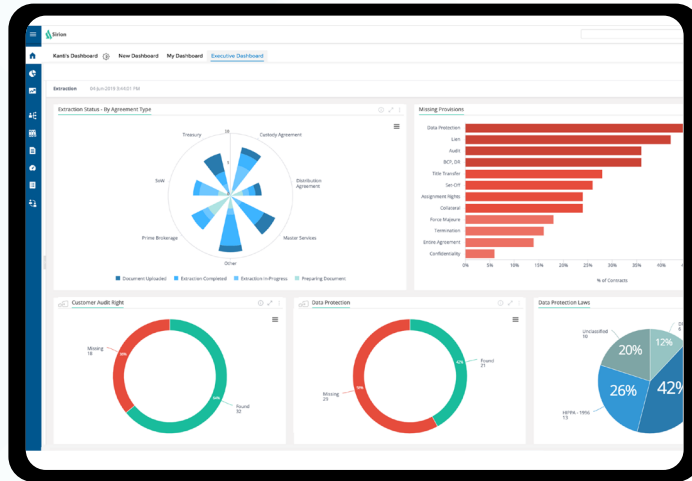
- » Leverage pre-trained, industry-specific data models to extract 100s of metadata, obligations, clauses, SLs, and pricing tables.
- » Extract standard clauses and related metadata, including counterparty name, effective and expiration dates, insurance clauses, limitation of liability, and more.
- » Classify simple and complex obligations and service levels into categories and extract data such as title, description, frequency of performance, type, and so on from each obligation and service level.
- » Extract multi-line, multi-column, multi-table, and multi-language documents.
- » Leverage OOTB dashboards for specific use cases such as M&A, regulatory compliance, procurement, and sales.
- » Manage risk and compliance by gaining better visibility into missing clauses and clause deviations.
- » Automatically convert non-searchable documents into searchable versions through built-in OCR.
- » Identify and establish parent-child relationships between documents.
- » Perform similarity and deduplication analysis.
- » Contextually cluster and tag documents to group them into logical batches for post-extraction review.
- » Concurrently review and edit extraction results and let the system capture all changes to ensure that nothing is overwritten.



3. ActAI

- » Integrate with and push extracted data to third-party applications like CLM, P2P, CRM and ERP for downstream management or analytics.
- » Cascade governance-ready extracted data into downstream SirionOne modules to enable in-life management and analytics.
- » Track contract expiration, renewal, obligations, milestones, and more.

- » Strengthen re-negotiation strategies/identify cross-sell/upsell opportunities by analyzing an ever-growing corpus of past performance data.
- » Continuously update the enterprise clause library with new variations.
- » Get on-the-go access to contracts and analytics with the SirionOne app for Android and iOS.



DRIVE CONTINUOUS IMPROVEMENT

SirionOne’s AI core can be further enriched with historical data, patterns, and user feedback to enable it to identify and extract new metadata fields and obligations in future runs. You can also train the extraction engine’s ML model to recognize and extract custom-defined fields, in multiple languages and from across industry domain-specific documents. As a result, the AI core’s extraction accuracy keeps increasing with each new transaction that occurs on the system.

BENEFITS

Save time, lower costs

Digitize thousands of contract documents simultaneously.

Mitigate risk exposure

Analyze and flag missing contract elements and outliers.

Make better business decisions

Interrogate contract data in Sirion or on integrated CRM, ERP and P2P.