

Sanofi Optimizes Global Procurement with Icertis Contract Intelligence

The global pharmaceutical giant worked with Icertis to eliminate contracting pain points and improve global visibility.



Sanofi is a top-five pharmaceutical company that operates in more than 100 countries, with €35 billion in annual revenue.

Contract Intelligence Objective

Gain visibility into buy-side contracts to facilitate global expansion.

Solution Highlights

- Consolidated contracts in more than 100 countries into a single repository
- Library of clauses and documents to enforce consistency of standards across markets
- Contract cycle time reduced by 50%
- Improved visibility helped managers define contract management roles



Business Challenge

With a presence in more than 100 countries, Sanofi had trouble managing its contracts and enforcing consistent standards and clauses in each place. Contract performance and visibility varied widely from market to market.

As Sanofi pursued a program of ambitious and sustained global expansion, executives wanted to streamline and standardize operations. When asked to identify pain points preventing efficient operations, managers identified contract management as a crucial, high-value priority.

Contract cycle times were too high and unpredictable. Contract data lived across 60 different systems.

Stakeholders wanted to gain predictability in contract cycle times and use it to accelerate the velocity of business.



The Solution

After studying their options, Sanofi selected and implemented the Icertis Contract Intelligence (ICI) platform to govern all procurement/buy-side contracts globally.

Sanofi leaders now know how many contracts they must manage, and what information is included in those contracts, in every market. Before implementing ICI, Sanofi didn't have that information at a global level.

Now, executives can measure contract cycle times, including how long it takes to generate, approve, and execute a contract. Decision-makers can exercise greater discipline in the contract process, and determine the who, what, and when of each new document.

And because ICI is easy to integrate, Sanofi was able to link the platform with its SAP and Coupa P2P solutions. This means even greater visibility into the procurement contracting process.



The Results

The company has seen an amazing 50% reduction in contract cycle time since deploying ICI. This has led to faster speed-to-market while also improving visibility into the contracting process.

Since ICI has already created value and success in operations on the buy-side, Sanofi leaders have begun to study the usefulness of

implementing ICI for sell-side and healthcare professional contracting. The legal department has begun work on a library of document templates and clauses to further enforce business standards and practices across all operations.

“ICI forced us to be more disciplined in terms of the contract management process: Who does what, and when.”

Céline Arquizan,
Head of Strategy and Development for the Contracting
Center of Excellence,
Sanofi



With unmatched technology and category-defining innovation, Icertis pushes the boundaries of what's possible with contract lifecycle management (CLM). The AI-powered, analyst-validated Icertis Contract Intelligence (ICI) platform turns contracts from static documents into strategic advantage by structuring and connecting the critical contract information that defines how an organization runs. Today, the world's most iconic brands and disruptive innovators trust Icertis to fully realize the intent of their combined 7.5 million+ contracts worth more than \$1 trillion, in 40+ languages and 90+ countries.