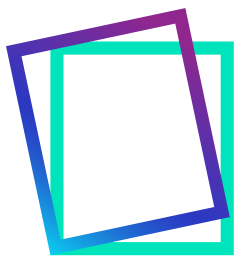


Case Studies

Transforming Procurement With Icertis Contract Intelligence

How leading companies from all industries are turning supplier contracts into strategic advantage to stay out in front, now and into the future.



Icertis



AIRBUS



DAIMLER

Achieving Procurement Excellence With Contract Intelligence

In today's high-velocity, rapidly changing, complex sourcing environment, procurement organizations must deliver value far beyond cost savings. Rather, they must completely transform how they think about procurement to accelerate, protect, and optimize their business. Connecting the critical contract information that defines how their business runs to the procurement systems and processes it powers is key to meeting these goals.

Contracts are the single source of truth for the obligations, entitlements and risks in supplier relationships. By structuring and connecting this information, buyers can optimize the entire source-to-contract process and ensure the intent of every contract is fully realized.

With the Icertis Contract Intelligence (ICI) platform, procurement organizations are uniquely prepared to strengthen key relationships, respond to new challenges and opportunities, and have the visibility into suppliers and agreements today's marketplace demands.

In the following pages, you will read about how leading companies have used ICI to automate the source-to-contract process and make their supply chains more efficient, resilient and sustainable.

Icertis is the only contract intelligence platform you can trust to keep your business out in front, now and into the future.

BOLD VISION



Get more out of your CLM than you ever thought possible

UNRIVALED EXPERTISE



Improve your business in ways you never imagined

ENDURING COMMITMENT



Set the foundation for long-term business excellence

**Spend
Matters™**

“Icertis sets the functional bar for CLM. Across all the providers Spend Matters ranks in SolutionMap, only Icertis stands out as the undisputed leader, putting considerable distance between itself and the second-place provider.”

Pierre Mitchell,
Chief Research Officer, Spend Matters

AIRBUS

“ As Airbus strives to create a better-connected, safer and more prosperous world, we needed a transformative approach to contracting that accelerates business velocity while improving compliance. The ICI platform and ICI Sourcing application will allow us to digitally transform our commercial foundation in the supply chain, ensuring best-in-class supplier evaluation, selection, contracting and collaboration—all while reducing supply chain risk.”

Klaus Richter,
Chief Procurement Officer,
Airbus

Airbus Chooses Icertis to Lead Source-to-Contract Transformation

Airbus has selected the Icertis Contract Intelligence (ICI) platform and the ICI Sourcing application built on the ICI platform to transform its source-to-contract process.



THE CHALLENGE

Airbus is one of the largest manufacturers in the world, with over 12,000 direct suppliers. Airbus needed a transformative approach to contracting with suppliers across its commercial aircraft, helicopters, defense and space divisions. Requirements included best-in-class supplier evaluation, selection, contracting and collaboration to support its complex global operation.



THE SOLUTION

The Icertis Contract Intelligence (ICI) platform and ICI Sourcing application impressed Airbus with their ease of use. With no training, users were able to use the platform and app to execute source-to-contract actions. The company was also impressed with Icertis' track record of rapid global implementations.



THE RESULTS

- Optimized vendor relationships, accelerated commercial negotiations, increased compliance
- Streamlined source-to-contract process for 12,000 direct suppliers
- Easy integration with existing procurement systems
- Eliminated leakage associated with disjointed sourcing and contracting process

DAIMLER

“ We chose the Icertis ICI platform and ICI Sourcing app because of their ease of use, ability to address every phase in the contracting and sourcing processes, and seamless integration with third-party systems that support the entire procurement life cycle.”

Dr. Stephan Stathel,
Operations Lead for New
Procurement System,
Daimler AG

Daimler Leads Digital Transformation With ICI

Icertis is helping Daimler ensure agility and flexibility across contracting and sourcing for the passenger cars, commercial vehicles, and financial services divisions globally.



THE CHALLENGE

Daimler recognizes that its competition today includes not only other automotive companies but also tech companies such as Uber, Google, and Apple who are creating autonomous vehicles, drones, artificial intelligence (AI), and other disruptive technologies. To stay out in front in this new landscape, Daimler is completely digitizing its procurement processes.



THE SOLUTION

Because contracts touch every procurement system and process, Daimler prioritized CLM and made it the cornerstone of the larger new procurement system—called NPS for short. Daimler chose ICI to lead this transition and deployed the solution in record time.



THE RESULTS

- Standardized procurement operations across 500,000 suppliers
- Introduced new features like item-level quote comparisons, automated sourcing requests and state-of-the-art analytics
- Reduced contract turn-around time by 83%



“ We chose Icertis Contract Intelligence because of the solution’s configurability and rich functionality. It will help us standardize and automate our contracting process, ensuring greater control, better supply chain agility and responsiveness and improved execution speed. This takes us closer to our goal of putting the customer first.”

Moti Gyamlani,
Director of Global SCM

Airtel Improves Supplier Contract Compliance

Airtel, the third largest mobile operator in the world, wanted to automate and streamline the process for creating and managing contracts with suppliers—especially tracking SLA performance.



THE CHALLENGE

This \$12 billion global telecommunications company outsources many critical business operations. To maintain this network of suppliers, it was manually generating a large number of complex contracts in multiple languages with no standardized templates or contract management processes. It did not have a central storage location for the contracts and had limited visibility into the service-level agreements they contained and whether suppliers were fulfilling the contractual obligations.



THE SOLUTION

Icertis’ flexible, intuitive platform allowed Airtel to quickly implement a company-wide, multilingual contract management system for its procurement processes. Contracts now live in a central repository that is connected to surrounding procurement systems and provides analytics and reporting across the company. Airtel can now define SLA terms and capture SLA data from contractors to ensure compliance. Alerts notify the company when SLAs are at risk of getting off track.



THE RESULTS

- Rapid implementation for global sourcing contracts, with 450 high-value contracts coming under management within six months
- Reduced cycle time for contracts
- Greatly improved contract visibility and compliance



20 DAYS FASTER

ABB was able to bring the average cycle time down from 24 days to 4.

ABB Accelerates Contract Velocity

ABB, a pioneering technology leader that works closely with utility, industry, transportation and infrastructure customers, needed to increase its contracting velocity by reducing the time that strategic procurement contracts sat at each internal stage, and get better visibility into expiry and renewal dates. After implementing ICI, ABB was able to bring the average cycle time down from 24 days to 4.

Global Pharmaceutical Company Saves Millions With Consistent Contracts



A global pharmaceutical leader was using a fragmented, partially automated contract management system that was challenging to use and difficult to govern.

With ICI, the company now has 60,000 contracts under management, with better compliance to sourcing agreements. The company was able to save \$70 million through consistent contract language with suppliers.

About Icertis

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.

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icertis.com/contact

Offices

