



Pramata Contract Management Solutions

Pramata Contract Management solutions transform customer documentation into actionable intelligence that drives compliance, risk management, regulatory and integration processes.

A signed deal is only the beginning ...

In a competitive business world, closing a deal is no simple feat. To win enterprise business, your teams must draft new SLAs, offer unique pricing or negotiate provisions. You work hard to secure each signature. Too often, your newly signed contract is buried in a drawer or disappears in a repository before the proverbial ink has dried.

Without visibility into contractual details, compliance checks and risk management programs are incomplete. Decisions are made based on partial or inaccurate information. Cobbled-together teams chase critical data in so-called one-time “research projects” that seem to recur quarterly. What should be a rich source of intelligence is instead a source of risk and inefficiency.

Are your contract details readily navigable? Can you use them to answer:

- ▲ How many active contracts do we have globally? Where are they?

- ▲ Where have we made non-standard commitments? Are we meeting them?
- ▲ Where is there business or compliance risk across my contracts?
- ▲ Are we making decisions based on the latest contractual details?
- ▲ How can I reduce ad-hoc information requests?
- ▲ Are we compliant with best-price clauses and regulations?
- ▲ How can I optimize the integration of customer relationships following acquisition?

Many organizations fall short in quickly answering these seemingly simple questions. It’s tough. Contracts are notoriously hard to locate and complicated to review. Who has time to undergo those tedious steps to derive meaning from hidden data? The outcome is an underutilized storehouse of information that could be embraced to improve risk management and grow revenue.

Pramata changes that. We apply the technology, process and know-how to transform contract management, turning once mystifying details into actionable intelligence that fuels decision-making and promotes risk management and compliance.

A modern solution: Pramata Customer Relationship Intelligence™

Your contract workflow and drafting tools have a purpose—improving collaboration and approvals during negotiations—but lack functionality to derive everyday business insight.

Pramata’s **Customer Relationship Intelligence™ (CRI)** bridges the information gap inside your infrastructure. We deliver consistent, simplified customer data crucial to building strong relationships and managing risk.

Pramata’s Contract Management solutions help contract administrators, legal teams and compliance professionals transform a time- and labor-intensive undertaking into a streamlined, strategic process.

Transform diverse data into exceptional customer insights. Repeat.

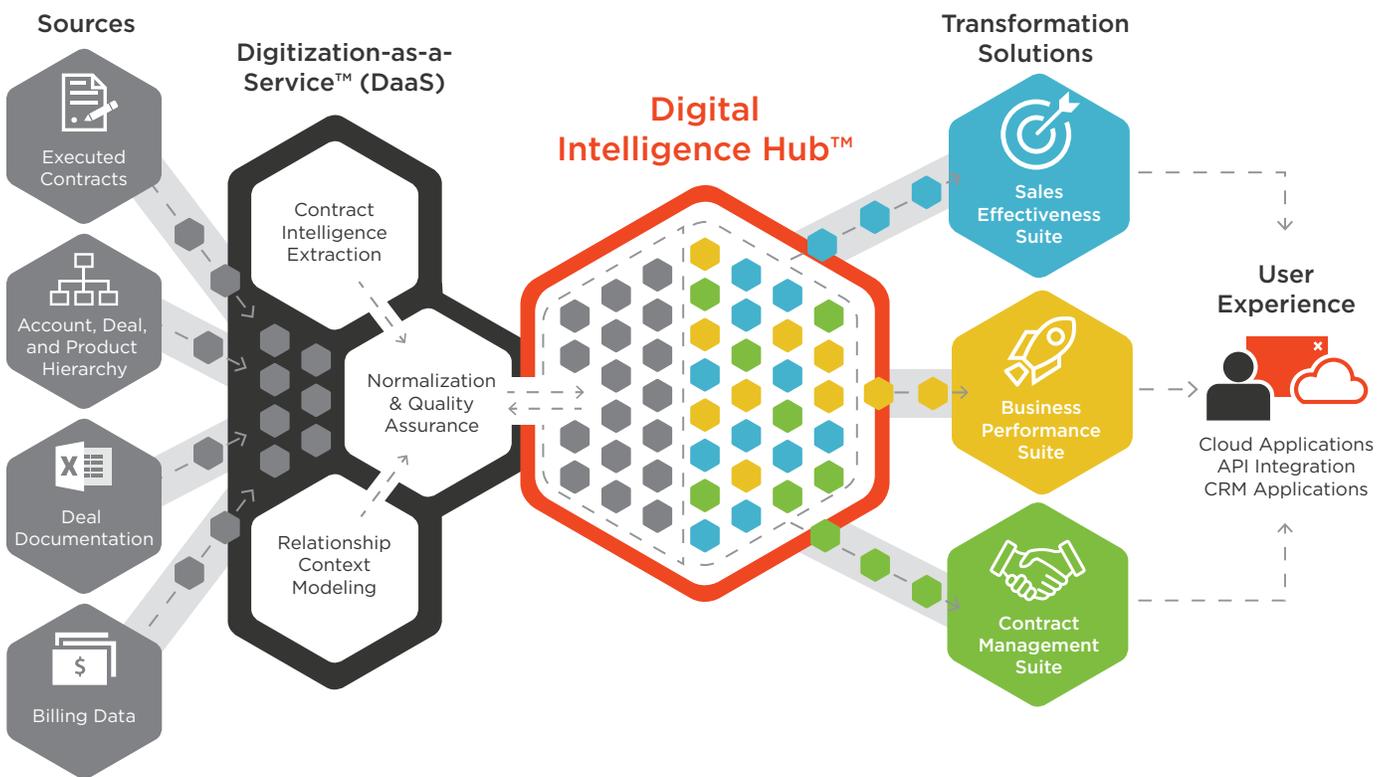
Customer data goes in. From multiple data sources, we collect the documents that define your customer relationships, and organize these into logical hierarchies in a central repository.

Digitization happens. The key to gaining intelligence means transforming unstructured and complex data into accurate, clean and timely digital information.

The “hub” keeps it centralized and secure. Pramata’s Digital Intelligence Hub™ ensures your data remains consistent, accessible and highly secure.

Uniquely configured solutions transform key interaction points. Bridge existing internal process gaps and build highly collaborative relationships within and among your core business areas of Sales Effectiveness, Business Performance and Contract Management.

See everything in context. Delivering this intelligence means nothing if it’s not within a meaningful, actionable context for each user.



Digitization: The Pramata difference

There are four essential steps to transforming relevant raw data into actionable customer insight. For example, suppose your company wanted to understand your exposure to non-standard commitments. Here’s how Pramata does it:

1. **Identify needed data:** Determine the intelligence you need to identify the customers and products where you can increase prices, and quantify the amount of the potential increase.
2. **Contract intelligence extraction:** Extract all the critical data from your customer contracts, SOWs and amendments that relates to price change dynamics.
3. **Relationship context modeling:** Identify and synthesize the data you need from other business systems, such as billing and CRM to pinpoint the exact amount and dates associated with the potential price increase.
4. **Digital intelligence:** With this information, your teams can now identify and execute price increases across the customer base, significantly increasing revenue and profitability. We call this process and outcome “digitization,” and it’s at the heart of Pramata’s value proposition to all of our customers.

Pramata Contract Management modules

Contract Repository

Finally get all of your contractual documents in one place, organized and centralized for easy access across the company.

- ▲ Organize all contract documents into document families, with basic meta data automatically extracted and normalized
- ▲ Automatically flag and resolve gaps in documentation, such as missing pages or amendments
- ▲ Secure role-based access to enable organizational efficiency and collaboration

Revenue Recognition

By leveraging a consistent view into unique revenue recognition requirements across your customer relationships, you can:

- ▲ Enjoy visibility into contract provisions that impact revenue recognition and automatically flag revenue recognition tripwires for review
- ▲ Store documentation supporting accounting treatment of revenue recognition provisions alongside the contract for accelerated audits
- ▲ Review a quarterly report of contracts with revenue recognition tripwires and ensure full review by account teams

Regulatory & Pricing Compliance

When you automate the tracking of government and contractual most-favored customer requirements, you make it faster, easier and more effective to ensure compliance. You can:

- ▲ Identify contracts with most-favored customer or price-protection provisions
- ▲ Monitor pricing across similarly situated customers to ensure the best price is offered

- ▲ Rapidly and comprehensively search for specific regulatory terms to identify non-compliant contracts
- ▲ Quickly understand the impact of in-flight pricing on contractual and government commitments

Contract Risk Scoring

Take a portfolio-based approach to managing contractual risk by enabling an apples-to-apples comparison of risk across contracts, regions and business units. You'll be able to:

- ▲ Configure and calculate risk scores by contract based on key provisions
- ▲ Pinpoint opportunities for additional coaching of sales teams, regions or business units by monitoring risk scores
- ▲ Adopt processes to proactively drive risky terms out of contracts during renegotiations
- ▲ Minimize corporate risk by systematically identifying and eliminating or minimizing contractual risk

Legal Research

Enable efficient ad-hoc legal research to ensure your teams can:

- ▲ Rapidly access contracts and contract families based on customer, contract category, geographic region or other chosen parameter
- ▲ Report on key terms across multiple contracts
- ▲ Apply text search capability to identify specific terms across the complete contract repository

Mergers & Acquisitions

Leverage contract and transactional information to accelerate the integration of contracts obtained via acquisitions.

- ▲ Identify gaps and overlaps in products sold across the acquired customer base or those to be merged
- ▲ Evaluate for risky and non-standard provisions in acquired entities' contracts
- ▲ Rapidly assess contracts suited for renegotiation, reassignment or termination
- ▲ Drive rapid operational integration of newly acquired customers

Contract management benefits

Enable global, centralized visibility into contracts and contractual commitments

Eliminate tedious and time-consuming manual data entry

Improve organizational compliance and risk management programs

Proactively identify and mitigate risky provisions

Streamline the revenue recognition and audit process

Instantly view a complete hierarchy of contractual documents on demand

Improve compliance with most-favored customer and price-protection provisions

Enable systematic analysis of customer relationships regardless of contract template, origin or complexity

The cross-organizational value of CRI

Corporate leaders with an eye to true digital transformation see an investment in complete, current and accurate CRI as a huge step toward cross-departmental collaboration and significantly increased customer value. That's why some of the most recognizable companies in telecom, pharma, enterprise software and manufacturing across the Fortune 2000 partner with Pramata to empower not only Contract Management efforts, but Sales Effectiveness and Business Performance as well.

With all facets of your organization working from a single source of customer relationship truth, you have a concerted, enterprise effort toward your revenue goals, and zero excuses for leaving millions in quarterly revenue on the table.

Customer Success Snapshot



FICO

FICO is a leading provider of credit scoring, decision management, fraud detection and credit risk score services. As a leading analytics software company, the organization helps businesses in more than 90 countries make better decisions that drive higher levels of growth, profitability and customer satisfaction.

“Pramata provided FICO with the real picture of our most complex client agreements. It is exciting to consider the possible opportunities to increase profitability and implement process improvements as we expand Pramata visibility throughout the organization.”

Tom Carretta
Vice President Legal and Associate General Counsel

The Challenge

FICO utilized multiple SharePoint repositories and Excel spreadsheets to attempt to store contracts and track the crucial customer data they contained. Lacking analytics or reporting across a consolidated, centralized contract storehouse, FICO had no visibility to invaluable content, which slowed revenue recognition and sales support and SLA processes.

The Solution

FICO engaged Pramata to reinvent its approach to contract management, transforming the disparate and complex array of buried details into an invaluable resource for deriving insights into customer relationships. Pramata centralized and organized contract documents, extracting 18 million pieces of data that equated to \$2.5 million in revenue-generating opportunities. Pramata seamlessly delivered this tool to more than 300 users in eight departments, streamlining core business processes to improve results across the legal, finance and sales teams.



Know your customers with Pramata Customer Relationship Intelligence™.

Pramata is the Customer Relationship Intelligence company. Our solutions empower sales, finance and operational teams from large B2B companies with essential information about their most complex and valuable customer relationships. We do this by transforming often hidden data from contracts, billing systems and other sources into a complete, accurate customer profile. Learn more at www.pramata.com

Talk to us today!

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