Deloitte.

Contract intelligence in ER&I

contract management for the Energy, Resources, & Industrials (ER&I) industry

Advancing the value of leading class

confront a range of challenging trends

Across the sector, chief legal officers

(CLOs) are helping their business

to serving the ER&I industry can help you navigate those challenges

Deloitte's capabilities and commitment

components, affecting renewable energy projects, construction projects, and manufacturing products

Supply chain delays continue to **Market-leading experience** Our network of legal business service specialists have experience with a broad range of ER&I organizations.

impede the timely receipt of key

Volatile energy and commodity prices are **Peace of mind** expected to affect oil and gas operations, Peace of mind comes with our respected brand chemical feedstock costs, construction projects, and organization - which has been recognized and manufacturing inputs

that needs to be struck among energy security, access, and sustainability Attracting and retaining skilled employees has become more challenging as some

Energy prices have cast a new light on the balance

rates persist **Economic uncertainty** looms as different regions chart their own course to addressing disruption and rebuilding energy and other trading relationships

jobs remain unfilled and high turnover

C-suite spotlight

by notable analyst groups.

Reduce risk Our performance-tested risk management strategies and leading practices are

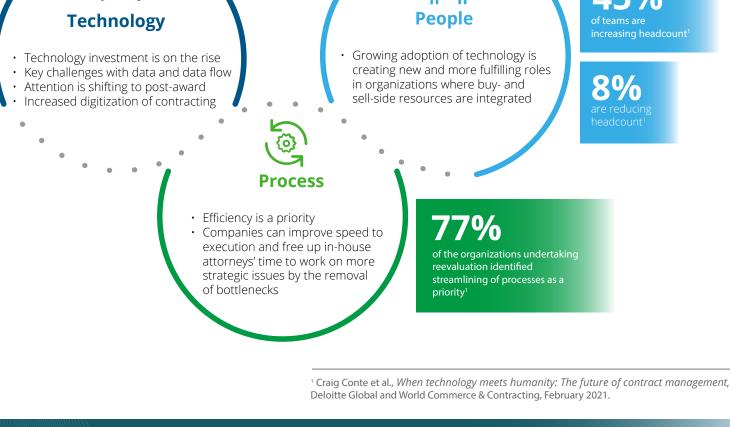
Our legal operations benchmarking survey, ongoing technology market research, financial

designed to help clients reduce risk, create defensibility, and drive compliance. **Deep insights**

crime symposium series, and executive transition and development program aim to provide chief legal officers (CLOs) with forward-focused insights.

Contract intelligence is in the energy, resources, industrial

There's no question that ER&I companies and their C-suite advisers are facing disruptions to the supply chain – disruptions driven by inflation, residual pandemic issues, and political instability as well as the regulatory pressures and corporate response related to client changes. And they are also wrestling with internal challenges of cost cutting measures that make operation-critical functions harder to manage.



consideration in streamlining internal processes to navigate this complex environment.

The potential benefits delivered via contract lifecycle management (CLM) implementation can be substantial

together to help clients transform their contracting functions.

to work on strategic matters

triage and delegation to

Intelligent contract

Reduction in contracting cycle

time and cost per contract

and speed to execution

Process streamlining through

Global CLM

rollout

workshops to keep the

existing CLM in sync with

the new CLM system, the new CLM operating model was

rolled out globally across four geographic regions and more

than 15 countries. Resulted

in significant savings for

scalability as the client

removal of bottlenecks, automation,

End-to-end contract intelligence is an important

Increased satisfaction among business stakeholders

Deloitte and Icertis bring award-winning proprietary technology and a team of CLM specialists

Demonstrable improvement in voice-of-customer KPIs Elevated view of legal department Freeing up attorneys' time and contracting function

Enhanced relationships with

internal clients

- Clients across the globe have entrusted Deloitte to provide a broad range of technology-enabled contracting

Ongoing performance

obligations management

Increased cycle time

and compliance

and template management

complex contracts with more than 35 metadata fields on

behalf of the client, resulting

in an improvement in the

client's cycle time and in

contract compliance.

workflows. Successfully

migrated ~20,000 highly

Ongoing template improvement

realized

Reduced risk and improved

alternative resources contract compliance Self-help facilitation Standardized and enhanced contracting process Potential reduction in **Automated and** revenue leakage intelligent data insights Discounts and other financial incentives monitored and

are and what's in them

intelligence

patterns

Visibility into where your contracts

Real-time management information

and reporting that drive business

Increased visibility into negotiation

and sourcing processes

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CLM operate

documentation

Conducted an assessment Retained to conduct a CLM Engaged to implement a CLM and implemented an assessment for a large system on behalf of a large end-to-end CLM organization, company, resulting in the global organization. Scope process, and technology for a documentation of a included end-to-end global enterprise. In addition future-state operating model integrations for enhanced to organizing alignment detailing the processes, automation, master data,

policies, organization, and

technology that would be

required to achieve the

identified savings.



The end-to-end CLM process

Archive

improving governance and risk management by streamlining, automating and transforming their CLM processes. **Create and send Approve and execute** Manage

ER&I enterprises can achieve better speed and efficiency across the contract lifecycle while

Negotiate

Deloitte with Icertis, and SAP Ariba are helping ER&I companies

looking to make their contracting processes an integral part of their source to pay cycle – bringing a sustainable program that integrates these two leading tools.

tech solutions.

Request

We have an extensive catalog of proprietary tools and assets that we use in the delivery of CLM \blacksquare processes, op models, and Resources

BORATION

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SAP Ariba

Let's advance the value of contracting and sourcing

Scott Read Principal Deloitte Transactions and Business Analytics LLP

sread@deloitte.com



Managing Director Deloitte Tax LLP



AJ Kulkarni Specialist Lead Deloitte Consulting LP

Vice President

Deloitte Services LP

Angie Halderman

ajakulkarni@deloitte.com

For more information:

Legal Business Services — Solutions

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