



AI-ENABLED

Contract management solutions



Leveraging insights of historical negotiations and agreements to inform better business decisions, mitigating organizational risk, and driving efficiency in the contracting process.



When organizations leverage legal as a strategic business partner, new and innovative solutions can be brought to market more quickly.



Organizations can take advantage of enhancing operations to drive greater margins.

Efficiency
Ability to measure milestones in the contracting process to address the root cause of delays and reduce the overall cycle time for new contracts.

Performance
Ability to look across contracts to understand which terms are leading to better business outcomes.

Accountability
Inconsistent and contracting processes may cause significant delays and missed opportunities, as well as introduce additional organizational risk

Compliance
A robust Contract Management system positions organization to quickly identify compliance issues that arise when regulatory changes occur.

Visibility
Create a centralized repository of current obligations to search across the enterprise to standardize terms and understand client relationships.

Buy-in
Driving to a centralized contracting process creates stronger dialog between different business units driving to a greater understanding of current processes and obligations and hedging organizational risk.

Challenges organizations face today and opportunities to enhance business performance

Enterprise content intelligence - AI-enabled contract management solutions

Each solution can be delivered as a stand alone service or through integrated offerings.

Transform



Contract data transformation

Centralize, define, abstract and store all contract data; define critical data elements to drive the business, abstract data elements and store them to be further leveraged by key stake holders.

Process



Contract process management

Implement on-going data management solutions to enable the organization to efficiently enter into new agreements and capture the critical data elements necessary to manage the business in real time.

Insight



Analytics & insight

Leverage data from the transformation and management process to identify inefficiencies, key operational risks, and opportunities to further enhance and grow the business.

Contract process management lifecycle Deloitte's dTrax solution

01 Contract automation and assembly

Organization and counterparty engage to enter into a new agreement or renegotiate an existing agreement.

02 dTrax templates

Organize a template in dTrax for either a new contract or a renewal. Users are asked to complete a dynamic intake form with certain required information or data. Once the survey is submitted, the appropriate agreement is generated.

06 dTrax analytics

dTrax provides insights and visualizations after executing a new contract. Alerts and updates are provided prior to contractual milestones (e.g., contract expiry). Data can be compared across entire contract population.

03 Feedback/ final agreement drafted

If agreement cannot be reached between the organization and the counterparty, the user can negotiate based on step downs in configured playbooks that are built in the tool with appropriate escalations and approvals.

05 Data extraction and collection

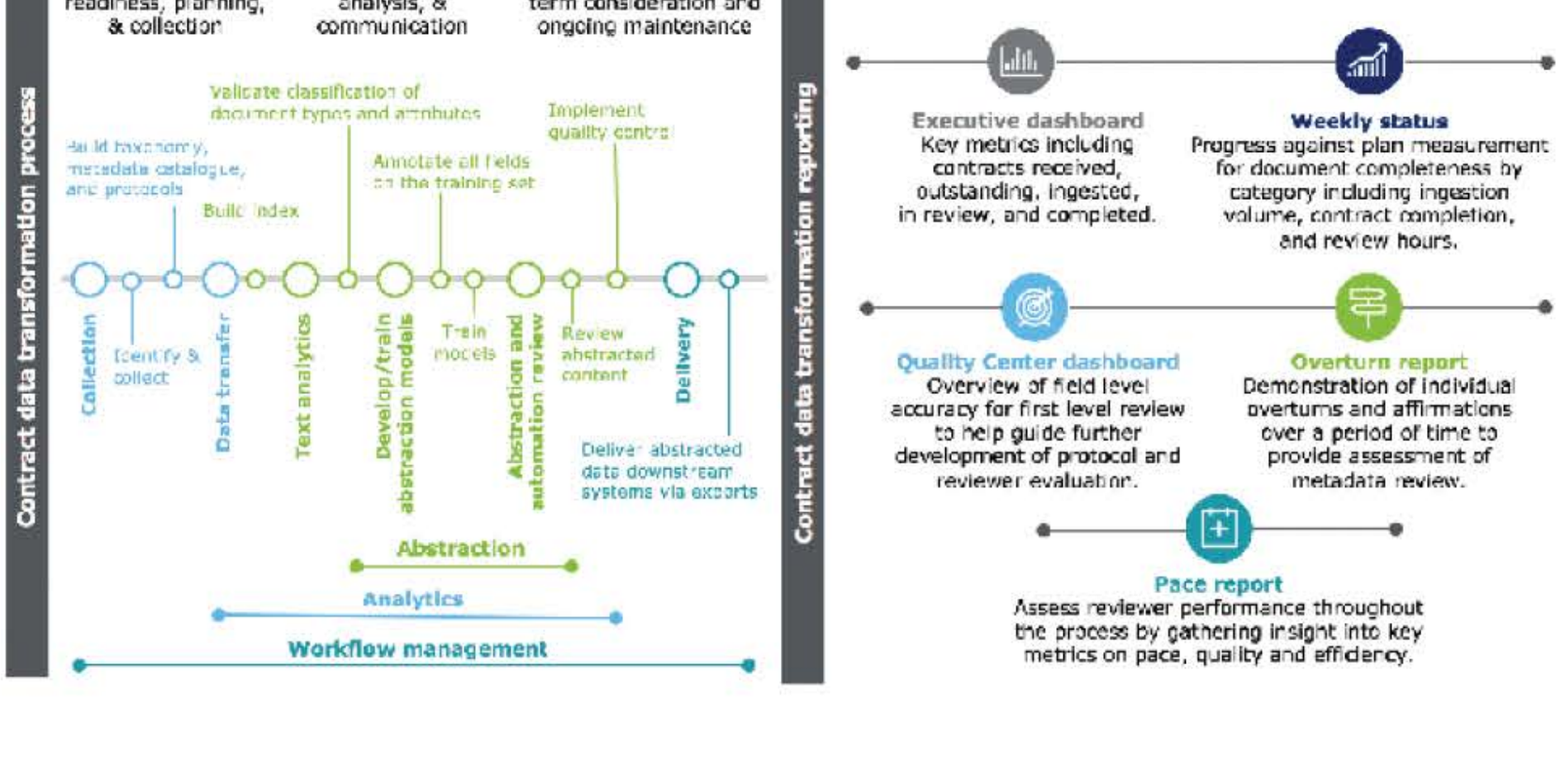
Relevant data points and clauses from the executed contracts are collected. Option to extract relevant data points from historical portfolios using textual analytics technology. Executed agreements are stored in dTrax. Analytics run across key contract processes including cycle time. Audit trail of contract history is available?

04 Signature by counterparty

Agreements are sent to counterparty for signature. Finalized agreements are pushed to the dTrax repository. Option to add in e-signature plug-ins (i.e., DocuSign).

Contract data transformation

Deloitte helps organizations transform their contract data into a format that more readily enables analysis. Our solution leverages an integrated



Analytics & insights

Contract process management: Driving operational efficiency



Are you ready to improve operations to drive greater margins?

Contacts



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