



# THE NEXT LEVEL IN CONTRACT LIFECYCLE MANAGEMENT

Single Source  
of Truth

Complete Contract  
Management

Measurable Impact,  
Tangible ROI





## About Sirion

Sirion, the SaaS leader in enterprise contract lifecycle management (CLM), contract analytics, supplier management and order-to-cash (O2C) helps enterprises manage the complete contracting lifecycle on a single, easy-to-use platform. Founded in 2012, Sirion applies breakthroughs in artificial intelligence technology to meet the needs of businesses in the digital age. The team is composed of enterprise experts from leading companies such as Google, Microsoft, IBM, Cloudera, and VMWare.

Sirion's AI-powered capabilities – from smart contract authoring to auto-contract extraction, advanced obligation & service level management and collaboration – enable enterprises to drive business velocity and outcomes, reduce risk and enhance revenue and savings in commercial engagements. With more than 500 employees across three continents, Sirion enables leading companies such as Vodafone, Unilever, BP, Credit Suisse and Fujitsu to manage 3.5+ million contracts across 100+ countries.



A man with a beard and a woman with long brown hair are standing in a library or office setting. The man is wearing a grey button-down shirt and dark trousers, and the woman is wearing a blue and white striped shirt and beige trousers. They are both looking down at a tablet held by the woman. The background shows bookshelves filled with books.

# Sirion Capabilities

Bring Your Contracts to Life.



# CONTRACT AUTHORING

Create stronger contracts, faster

Author complex contract packages in minutes with standardized templates and clauses to improve consistency and governance.

## Author Faster

- Rapid creation, negotiation and approval of complex contract packages containing a hierarchy of documents - MSAs, SOWs, and schedules
- Smart tags within templates auto-populate data across package documents
- Legal language standardization using AI-suggested clauses drawn from enterprise-approved clause libraries

## Negotiate Stronger

- Leverage benchmarking and prescriptive insights based on historical data while drafting and negotiating new contracts
- AI scans clauses in counterparty paper to suggest preferred clauses from the clause library

## Collaborate Smarter

- Access-controlled concurrent editing and auto reconciliation allows simultaneous review by multiple users
- Integrated MS Word app with native chat and tagging functionality to simplify review and negotiations

## Reduce Risk

- Auto-compute risk scores for templates/drafts factoring in missing clauses and deviations from standard positions

## BENEFITS



**Accelerate contract authoring** and transition to paperless contracting



**Reduce errors and mitigate risk** by using standardized enterprise clause and template libraries



**Gain an edge during negotiations** using prescriptive insights based on historical data

# ENTERPRISE CONTRACT REPOSITORY

Intelligent contract storage in the cloud

All contracts centrally available in a single, cloud-based repository for unprecedented security, accessibility and visibility into your contract portfolio.

## Enterprise-wide contract repository

- Single source of truth for all enterprise contracts and related documents, comments and communication
- Powerful contract change management and interpretation capabilities
- Single click navigation from a contract page to embedded obligations, service levels, changes and interpretations and vice versa

## Accessible, Yet Secure

- Contract portfolio organized in a hierarchical visual document tree and an integrated document viewer
- Search across relationships with full-text, metadata and clause-level search capabilities
- AWS-hosted secure storage with granular access control and detailed audit trail

## Effective Administration

- Configurable alerts, notifications and calendar views to monitor upcoming renewals and expirations
- Comprehensive contract change management with robust version control and automated refresh of metadata and affected obligations and service levels

## Analytics and Reporting

- Wide range of standard and configurable dashboards based on industry best practices
- Analysis of inherent risks across contract portfolio based on missing clauses and clause deviations
- Rich data visualizations and interpretive narrations expedite decision making

## BENEFITS



Bring offline contracts online for 24/7 access in a secure, AWS-hosted cloud environment



Save precious manhours spent searching for enterprise contracts



Simplify risk assessment, change management and ongoing administration of contract portfolio

# AI-POWERED EXTRACTION & REVIEW

Rapidly digitize legacy contracts

Expedite search, review & analysis of contracts by transforming static contract text into actionable objects through AI-led capture of contract metadata, obligations, and more.

## Ingestion & Preprocessing

- Multi-folder drag and drop
- OOTB integration adapters with third-party applications to capture files from multiple sources
- Deduplication and similarity clustering between documents

## AI-Powered Extraction

- Extract 100+ standard metadata fields, including supplier name, effective and expiration dates, insurance clauses, limitation of liability, and more
- Extract obligations, deliverables, milestones, policy and regulatory commitments, service levels, price book and more
- Detect obligation and service level category, type, frequency, etc. and extract key data such as title, description and responsibility for each obligation and service level
- Perform multi-line, multi-column, multi-table, multi-language extractions from any document type and format

## Risk Analytics

- Identify missing clauses and other risks associated with a contract and alert all stakeholders of potential penalties and losses
- Compute contract risk scores and gain insights into clause deviations such as position and attribute changes

## Contract Review

- Automatic document tagging and batching
- Multi-level, parallel reviews and approvals
- Fully access-controlled, concurrent review and editing which captures all changes and ensures that nothing is overwritten
- Extracted and reviewed data is governance ready and flows into downstream applications

## BENEFITS



**Save time, lower costs**  
Digitize thousands of contract documents simultaneously



**Out of Box dashboards**  
Enable delivery of deep, meaningful analytical insights tailored to desired use cases such as regulatory compliance, deviation analysis, M&A and more



**Make better business decisions**  
Interrogate contract data in Sirion or on integrated CRM, ERP and P2P contract portfolio

# OBLIGATION & SERVICE LEVEL MANAGEMENT

Align performance to contractual obligations and service levels

Track performance against the contract in real-time through advanced automation that facilitates proactive review and monitoring of individual obligations and service levels.

## Deep Obligation Management

- Visually monitor performance against contracted milestones, deliverables, and policy & regulatory requirements
- Automate obligation schedules, whether one-time, recurring or triggered
- Payments and penalties linked to obligation fulfillment flow down automatically into invoices to incentivize on-time delivery, plugging value leakage

## Service Level Management

- Track performance against contractually obligated outcomes in real-time
- Automatically compute service level credits/earnbacks through performance-contract reconciliation
- Integrate with third-party enterprise systems such as ERP, CRMs, proprietary platforms, file servers to enable raw performance data intake

## Change management

- Make change management invisible, with changes automatically propagating to affected obligations and service levels

## Intelligent Analytics

- Gain insights into bottlenecks; aging and cycle times; and generate reports on rejected and overdue obligations and service levels
- Receive prescriptive analytics on past performance data to power future contract negotiations

## BENEFITS



**Improve business performance** by ensuring timely completion of obligations and service levels



**Drive efficiency** and savings by minimizing manual effort in tracking obligations and service levels



**Reduce non-compliance exposure** through dedicated tracking of compliance obligations

# INVOICE MANAGEMENT

Plug financial value leakage through automated reconciliation of invoices

Eliminate invoicing discrepancies and errors in strategic contracts through auto-validation of the invoice data against the underlying performance and consumption data, and the rate cards/pricing information in the contract.

## Automate Invoice Management

- Leverage computational algorithms for a four-way auto-reconciliation of invoices, POs, contracted pricing, and performance data
- Generate proforma invoice by reconciling contracted rates with consumption data
- Automated review and approval workflows with advanced analytics to identify discrepancies

## Streamline Consumption Tracking

- Upload consumption data across services through direct integrations with third-party systems
- Perform on-the-fly approvals and deep analysis of consumption data
- Automated consumption validation against raw data sourced from various enterprise systems

## Leverage Smart Price Books

- Seamlessly author digital price books that include rates and computational elements and automate the generation and validation of proforma invoices
- Manage simple as well as complex pricing structures, including fixed fee, time and material, base units, ARC / RRC, adjustments, etc.
- Apply predefined currency exchange rate cards or continuous feeds with currency exchange rate sources

## Data Visualization

- Single pane of glass with rich visualizations to help drill down into supplier spend/customer revenue recognition
- Gain visibility into, forecast and optimize spend across categories, geographies, suppliers, and more
- Analyze revenue recognition across dimensions such as line of business, region, vertical, account, and so on

## BENEFITS



**Reduce spend leakage** by 5-12% of annual spend in strategic procurement contracts



**Drive 2-5% incremental revenue** by plugging revenue leakage in strategic customer contracts



**Minimize delays, friction and disputes** related to inaccurate invoicing



# BUYER-SUPPLIER COLLABORATION

Data-driven management of relationships with suppliers and customers

Proactively drive buyer-supplier collaboration and alignment and manage relationships objectively.

## Governance Forum Management

- Manage all governance forums and activities on a single platform
- Track meeting schedules, attendance, minutes, and resulting issues and actions
- Automatically escalate unresolved issues to senior-level stakeholder(s) or governance forum
- Manage governance meetings directly from Outlook calendar

## Issues and Actions Management

- Enable end-to-end management of issues and actions, including capture, classification, assignment, tracking and reporting until successful closure
- Create issues/actions from any source (supplier/customer, contract, obligation, governance forum) or link them to resulting tasks (contract interpretation request, contract change)

## Claims and Dispute Management

- Shared ledger architecture enables improved buyer-supplier alignment and minimizes friction and disputes
- Track claims and disputes, credit and debit notes, and more on a single central platform that is accessible to both buyer and supplier teams.
- Configure workflows to identify performance bottlenecks associated with claims/disputes

## Risk Register

- Enable proactive risk mitigation by monitoring all risk and compliance-related obligations – contract, delivery, policy or regulatory
- Easy tracking of non-compliance through automated alerts, email notifications, an integrated calendar, to-do lists, and escalation workflows
- Manage audits and monitor the progress of all remediation items
- Prescriptive and predictive analytics to flag potential risks to appropriate stakeholders and suggest recommended actions

## BENEFITS



**Improve alignment** and minimize friction through a shared view of the engagement



**Reduce claims and disputes** with suppliers and customers through proactive issue resolution



**Save time and resources** spent on gathering and reviewing governance data

# ADVANCED ANALYTICS

Leverage data-driven insights to improve your contractual relationships

Gain real-time insights into contract performance and risks using BI-powered analytics, industry benchmarks, and rich data visualizations.

## Real-time Business Intelligence

- Analyze and visualize complex contract data on the fly with on-demand analytics
- Leverage predictive analytics to stay ahead of potential issues and changes
- Use SirionWatch to continuously monitor standard metrics and alert users of changes that merit attention
- Deliver text-based insights alongside visualizations with SirionBI's NLP-based narratives to simplify and expedite business decision making

## Reports and Dashboards

- Leverage hundreds of dashboards and reports to effectively manage contract draft creation, risk and post-signature governance
- Drill down into all reports and graphs for root cause analysis on performance, bottlenecks, issues and disputes
- Download and share standard and custom reports via scheduled email delivery

## Data Integrations

- Use RESTful APIs to strategically integrate with adjacent enterprise systems (such as procure-to-pay, CRM, and ERP), for a holistic view of enterprise relationships
- Create a single source of truth for contract, performance, invoicing, and relationship data

## Risk Analytics

- Identify missing clauses and other risks associated with a contract and alert all stakeholders of possible penalties and losses
- Compute contract risk scores and gain insights into clause deviations such as position and attribute changes

## BENEFITS



**Create a transparent** pane of glass for 360-degree visibility into contract relationships



**Mitigate risk** by identifying missing clauses and outliers in contracts and use retrospective insights to author stronger contracts



**Address discrepancies** proactively and expedite decision making through granular monitoring of key engagement metrics



## About Sirion

Sirion, the SaaS leader in enterprise CLM, helps enterprises manage the complete contracting lifecycle on a single, easy-to-use platform. Sirion's AI-powered capabilities enable enterprises to drive business velocity and outcomes, reduce risk, enhance revenue and cut costs across the entire lifecycle of their contracts. Sirion is trusted by some of the world's most successful organizations to manage 5 million+ contracts worth over \$450 billion across 70+ countries.

### HQ - US

10900 NE 4th St, Unit 2300  
Bellevue, WA 98004

### Gurugram, India

1st Floor, Tower C, JMD Megapolis, Sec-48,  
Sohna Road, Gurgaon, Haryana - 122018

### London, UK

Golden Cross House, 8 Duncannon  
Street, London, WC2N 4JF

### Sydney, Australia

Levels 5 & 6, 616 Harris Street,  
NSW, Ultimo, 2007 Sydney

### Paris, France

Bourse Paris 9 rue de Quatre,  
Paris

### Singapore

160, Robinson Road, #03-12  
Singapore - 068914

### Berlin, Germany

Am Zirkus 2,  
10117 Berlin



For more information, visit us at: [www.sirion.ai](https://www.sirion.ai) | Follow us on: in f t