Optimize Your Contracts to Drive Value while Reducing Risk

Contracts are the foundation of all commerce. They underpin your revenue and spend and define your rights and obligations, but contracting operations are often slow, fragmented, and departmentally siloed. Inefficient processes for drafting, approving, and analyzing contracts make collaboration between Legal and other leaders challenging. Hundreds of hours can be spent on error-prone drafting in MS Word and email-based reviews and approvals. After signature, contracts are often stored across various shared drives, making access difficult and visibility impossible. In the end, inefficiency means waste and unnecessary exposure to risk.

When a crisis hits, legal teams are left scrambling to ensure they have protections and contingencies in place. Getting caught unaware can mean settling contracts for performance failures, sanctions due to noncompliance or regulatory infractions, and ultimately, damage to brand image and customer trust. Coupa contract management provides control and efficiency across the entire contract lifecycle, allowing contracts to be operationalized for maximum value.

Put Your Contract Data to Work

Coupa alleviates these challenges by harnessing the power of contract data. Our proprietary Universal Contract Model™—made up of more than 1,000 data points—structures the data from every contract type in a consistent way. Pairing this data normalization with a best-of-breed CLM solution unlocks the power of your portfolio, allowing users to enable self-service contracting, accelerate pre-execution approvals, gain post-execution visibility, holistically mitigate risk, and create true synergies across departments. This lets users put their contract data to work within Legal and beyond.
Accelerate Contracting from Initial Request to Final Signature

The process of creating and negotiating a contract often requires input from multiple departments, from Sourcing to Sales. Legal needs to gather all the necessary information from the requestor and incorporate it into the document. Then, the contract needs to be circulated for internal approvals, followed by negotiations with external parties. Finally, the agreement can be executed. Coupa accelerates every stage in that process, all while reducing risk and increasing control.

Intelligently Draft Every Contract

Coupa utilizes customizable smart templates and clause libraries to power an intuitive, dynamic “interview” for fast and secure creation of any agreement type. The flexibility and ease-of-use enables self-service contracting, freeing the Legal department to focus on higher priority tasks instead of wasting time on low-value contracts, like NDAs.

Streamline Collaboration with Customizable Workflows

Coupa’s powerful workflows enable efficient collaboration for internal contract approvals and negotiations, ensuring strict controls and audit trails, with eSignature integration for hassle-free execution.

Execute Contract Updates at Scale

Coupa’s use of structured contract data allows users to amend, repaper, or terminate thousands of contracts at once with minimal time and resources. Automate and closely track the process with comprehensive, configurable workflows.

Minimize Contract Risk

Contracts can either protect you from risk or infect you with it, but measuring a contract’s risk is often subjective. What’s the inherent risk of uncapped liability? Are your IP protections strong enough? Coupa has identified the specific clauses that contribute to a contract’s risk and mapped them to our data model. During drafting, this enables approval workflows to be triggered for high risk clauses, while every contract is given an objective risk score for quick insight into an agreement’s overall risk and where it lives.
自动化流程

成功的合同管理依赖于对合同日期和条款的精心管理，以最小化服务中断并防止无意违约。手动监控每个合同几乎是不可能的，但Coupa利用数据自动化这些流程。设置高度可配置的警报，在预设条件满足时触发。

数字化现有合同

你不能真正管理你的合同，如果其中一些存储在系统之外。通过Coupa，你可以上传你的历史和第三方合同到Coupa进行规模化上传，将文档带入系统，并提取和建模你需要实现业务目标的特定数据。

立即获得每份合同的洞察

Coupa安全地存储每份合同在中央存储库中，具有全面的权限设置和强大的搜索和过滤功能。对于立即访问占主导地位的条款，所有合同都存储在一个层次结构中，以主协议为顶，订单、修正案和其他后续文件为底，实现自动汇总。

报告整个投资组合

当来自C-Suite的请求要求对你的合同条款和条件进行深入分析时，你需要能够快速获取正确数据。由于Coupa通过通用合同模型一致地结构化每份合同的数据，你可以运行涵盖整个投资组合的报告，提供你所需要的全面洞察。标准报告使你快速上手，而自定义报告的创建能力可以实现高度定制的视图。

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Managing Your Contracts with the Leading BSM Suite

Leverage Coupa BSM for platform-level integration between contracts, purchasing, and AP, enabling on-contract purchases by buyers and validation of invoices for pricing and terms compliance.

- **Accelerate Post-Award Contracting** — by automatically pushing data from sourcing to contracts, saving the hassle and risk of re-keying vital information from awarded bids, while getting all of the right risk protections from third-party risk management into each contract.

- **Ensure On-Contract Spend** — by passing contractual line items into your purchasing systems to ensure employees are buying on-contract with selected vendors.

- **Operationalize Contracts** — by connecting them directly to where they’ll be used, such as automating price checks in buying and invoice validation, monitoring revenue agreements, and helping the business identify and exercise negotiated terms.

Key Capabilities

- Universal Contract Model provides clause-level insights
- Interview-based drafting wizard with customizable clause library
- Normalized risk scoring for objective assessment of contract risk
- Approval and parallel review workflows (including triggers)
- Mass contracting actions (amendments, novation, etc.)
- Central repository with comprehensive permissions
- Data-driven reporting and highly configurable alerts and reminders
- Contract hierarchy classification with data roll-up for immediate access to prevailing terms
- Robust Google-like search capabilities
- Legacy and third-party contract import and data extraction

To Learn More about Coupa Contract Management, go to coupa.com/products/contract-lifecycle-management/