

Optimize the value of your agreements with CLM

Traditionally, procurement teams have focused on acquiring products and services for the best price. But today's procurement professionals are expected to do more than control expenses. Organizations need them to be strategic value drivers, delivering business insights to executives that result in better decisions.

Their purview has expanded to include managing legal risk, minimizing regulatory exposure, ensuring proper governance, and providing valuable intelligence to key stakeholders. However, **more than half** of procurement professionals reported struggling to find the latest approved supplier terms and rate cards to use. By connecting the data and systems used throughout the agreement lifecycle, Docusign offers a smarter way.

Create faster, better agreements

Accelerate supplier agreement generation and third-party paper ingestion with automated approval workflows, prebuilt ERP integrations (Ariba, Coupa, NetSuite), standardized templates, and AI-assisted contract review.

Negotiate more favorable terms

Access comprehensive data and historical contract insights to optimize contract terms and simplify negotiations. Streamline contract review with automated risk assessments and trained AI extractions.

Find and manage everything in one place

Gain visibility into supplier agreements across your organization by managing the entire library from a central repository. That powerful system of record lets any team accelerate contract completion, improve user experience, increase visibility throughout the contracting process, and automatically route agreements to the right stakeholders.

Unlock agreement value and reduce leakage

Stay on top of renewals and important milestones with obligation monitoring, renewal reminders, and custom reporting. Maintain a holistic view of your contractual relationships with suppliers with robust **party management** capabilities. Standardize metadata across third-party paper to create better reporting and analyze supplier-level insights.

Deloitte and Docusign found that

56%

of teams struggled to find updated supplier information, resulting in overpayments

“CLM is paying dividends for us. We're **saving money as a company** because we're negotiating so much earlier and getting the same product for less.”

Special Projects Manager
Genuine Parts Company

With Docusign, Unilever experienced a

50%

reduction in average contract completion time and

80%

reduction in manual effort necessary to locate agreements, draft new contracts, and provide legal review

“Within Unilever, we're using Docusign solutions to do the whole lifecycle of a contract, from the prepare phase right through to signing and then through to **using the analytics capabilities to manage our contracts and our relationships.**”

General Counsel for Global Supply Chain, Procurement, and Digital Transformation
Unilever

DocuSign for Procurement

DocuSign increases procurement teams' visibility into the full lifecycle of supplier management. It centralizes and streamlines the management of supplier agreements across the procure-to-pay process, helps control costs, and decreases risk in the supply chain. From RFPs and MSAs to supplier contracts and financing agreements, DocuSign transforms the way you manage suppliers.

DocuSign eSignature

Send and capture signatures for supplier agreements in minutes from virtually anywhere, on almost any device, while maintaining a complete audit trail.

DocuSign CLM

Automate pre-signature activities such as document creation, intake, negotiation, review, cross-team collaboration, and rule-based approval routing. After signature, improve internal visibility and generate powerful insights with an intelligent, searchable repository, obligation management, and robust analytics.

Analyze agreements with AI

Extract, analyze, and report on key contract data points and legal topics with over 100 pretrained AI models in CLM+. Accelerate document review and approvals by quickly summarizing agreement terms and pinpointing risky clauses.

Web Forms

Streamline the buyer request process by providing a seamless experience that captures accurate information quickly and simplifies adherence to standard operating procedures.

DocuSign Maestro

Build standardized agreement workflows that seamlessly integrate technologies and use automation to accelerate the procurement workflow. Use the DocuSign App Center to connect to tools like ServiceNow, Dropbox, Drive, and Box.

DocuSign Navigator

Increase visibility with a smart repository built specifically to tackle the complexities of business agreements. Beyond basic document storage, Navigator includes AI-powered search that lets your team quickly filter agreements by type, dollar amount, party, expiration date, and more to instantly answer contract questions.

Integrations

Easily embed DocuSign into your existing tools with **900+ prebuilt integrations**, including SAP Ariba, Coupa, ServiceNow, Oracle, Zendesk, and many more.

To learn more, go to
docusign.com/procurement.

Use Case Examples

Documents

- Supplier agreement
- Nondisclosure agreements
- Statements of work
- Master service agreements
- Terms and conditions
- Sole-source justifications
- Risk waivers and exceptions
- Amendments and change orders
- Purchase requisitions and work orders
- Lease and land management

Management

- Supplier contracts and constraints
- Contract enforcement
- Requests for proposals
- Service levels
- Agreement reviews
- Supplier sourcing and selection
- Version tracking
- Legal redlining
- Alerts and status tracking
- Stakeholder management and rules of engagement
- Final contract external execution
- Discounts and promotions
- Renewals tracking

Compliance

- Contracts
- Internal audit and reporting suppliers
- Invoicing and payment
- Unmanaged spend control

Contingent workforce management

- Employee contract/offer letters
- Rate cards
- Enterprise resource planning/HR information systems integration
- Background checks workflows

About DocuSign

DocuSign brings agreements to life. Over 1.5 million customers and more than a billion people in over 180 countries use DocuSign solutions to accelerate the process of doing business and simplify people's lives. With intelligent agreement management, DocuSign unleashes business-critical data that is trapped inside of documents. Until now, these were disconnected from business systems of record, costing businesses time, money, and opportunity. Using DocuSign IAM, companies can create, commit, and manage agreements with solutions created by the #1 company in e-signature and contract lifecycle management (CLM).

DocuSign, Inc.
221 Main Street, Suite 1550
San Francisco, CA 94105
docusign.com

For more information
sales@docusign.com
+1-877-720-2040