

Procurement's Next Advantage: Intelligent Agreement Management

Procurement is stepping into a new era—and procurement leaders are stepping into a bigger role that includes driving strategy, not just savings. From real-time supplier risk assessments to demanding forecasting, procurement is being asked to do more with every contract. Meeting these expectations can be difficult, especially when relying on outdated spreadsheets and manual tools.

With Agreement AI now in the mix, procurement is positioned to lead the charge on growth, agility, and risk reduction—and shape strategies far beyond traditional sourcing and spend management. A [recent Deloitte and DocuSign report](#) demonstrates how procurement teams using Intelligent Agreement Management (IAM) solutions are seeing transformative results.

The cost of overlooking agreement intelligence

Inefficient agreement management prevents teams from reaching their full strategic potential. While not always directly measured in "missed revenue" like other teams, the reliance on manual processes and disconnected data leads to a significant drain on productivity and missed opportunities for value capture across the business.

Here are some additional problems created by outdated agreement management:

- Over-reliance on manual tools
- Slow approval processes
- Limited supplier oversight
- Slower cycle times
- Compliance gaps
- Missed opportunities
- Increased disputes

Results

31%

of procurement leaders report that capabilities like obligation and renewal management helped exceed operational goals.

21%

faster completion of complex supplier agreements for teams utilizing advanced agreement tools.

70%

of procurement leaders say that smart agreements lead to improved risk mitigation, cycle times, and supplier tracking.

What differentiates high-performing procurement organizations

Procurement teams that leverage smart agreement intelligence are able to facilitate faster and more informed decision-making, improve vendor oversight, and protect value across the entire business. This shift allows procurement to move at speed, spend wisely, and deliver greater strategic impact.

The [DocuSign IAM platform](#) helps procurement teams:

- Accelerate approvals and a reduction in manual workloads
- Improve cycle times and PO processing efficiency
- Increase supplier compliance
- Achieve more consistent SLA enforcement
- Minimize disputes
- Reach financial goals faster
- Align strategically

Procurement's intelligence mandate: Less admin, more impact

Today's leading procurement teams go beyond managing contracts—they're transforming them into strategic assets that help them move fast, spend wisely, and deliver greater value.

Take our advanced agreement management assessment to see how your agreement strategy stacks up—and how to get it ready for the new era.

Use case examples

Obligation and renewal management

Vendor onboarding

Supplier intake and orchestration

Working capital management

RFP preparation

Tariff and compliance management

Contract termination

Cash optimization

Rebate and SLA tracking

About DocuSign

DocuSign brings agreements to life. Over 1.6 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 to, and manage agreements with solutions created by the #1 company in e-signature and contract lifecycle management (CLM).

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