DocuSign®

Say Goodbye to Manual, Costly Vendor Contracting Workflows

When vendor contracting is inefficient, procurement teams are left scrambling to speed up deal cycle times, gain insight into risks and support a resilient supplier network. Market volatility can further stress contracting workflows to the breaking point, exposing all manner of flaws and, in some cases, entirely shutting down buying processes. With a digital agreement platform like the DocuSign Agreement Cloud, procurement teams can transform vendor contracting into an efficient, systemized process that reduces exposure, increases contract visibility, saves time and money and lets you take full advantage of your existing technology.

Reduce exposure to business and legal risk

Search contracts for specific terms using AI-driven contract analytics to help ensure compliance with data privacy and other regulations, manage risk associated with third-party paper and eliminate the human error associated with manual analysis.

Increase contract visibility and extract intel

Access a central repository of all your agreements and use intelligent search capabilities that can be trained to extract all the information your procurement team needs, such as automatic renewals, indemnification specifics on breach events, force majeure clauses, dynamic pricing structures and more.

Save time and money

Accelerate the entire process, from contract preparation to legal and compliance review to final signing, and easily review key clauses to ensure that you use the most favorable terms and never miss a renewal or expiration.

Get full value from your existing technology

Increase procurement's value to the organization by reducing and containing the costs of your procurement technology stack with an easy-to-integrate agreement system. Together with your preferred procurement software, you can fully leverage your technology investments across your supply chain and the various functions within your organization.

Results

86%
reduction in average contract processing time

"We expected that DocuSign would speed contract processing and increase the number we execute per year, but the amount of improvement blew our socks off. DocuSign delivered far more dramatic results than we ever imagined."

Gary Appenfelder
Director of Purchasing
MNPS

The DocuSign Agreement Cloud for Vendor Contracting

Vendor contracting is rife with inefficiencies. In fact, the typical procurement team loses $21M from bad tradeoffs for every $1B spent. Moreover, procurement teams have faced significant supply chain disruptions every year for the past several years, including Brexit, GDPR, trade wars and a global pandemic. These disruptions can break the hyperconnected production, logistics and delivery of goods and services cycle. The DocuSign Agreement Cloud transforms slow, manual and frustrating vendor contracting processes into a time- and cost-saving operation that stops revenue leakage, accelerates legal and compliance review and optimizes supply chain management.

eSignature
Digitize the signing process, quickly identify potential legal issues and execute and revise agreements efficiently with beautiful mobile forms that work on virtually any device.

CLM
Save time, improve visibility and reduce errors by automating the entire contract lifecycle with document generation, collaboration, workflow and a central agreement repository.

Insight
Find, filter and analyze all your existing agreements with purpose-built contract analytics, and compare AI-extracted clauses and terms across agreements. Also search agreements by concept—not just keywords—and add purpose-built AI models for critical topics like procurement, mergers and acquisition and data privacy.

Analyzer
Perform fast, accurate analysis of all inbound contracts using AI-based insights. Negotiate more efficiently by replacing high-risk terms with language from a library of preapproved clauses.

Integrations
Easily embed DocuSign into your existing tools with 350+ pre-built integrations with common CLM, ERP and business entity management solutions, such as SAP Ariba, Dun & Bradstreet, Workday, NetSuite and more.

Learn more about how DocuSign Agreement Cloud can help your procurement team.

Use cases

Strategic sourcing
Nondisclosure agreements (NDAs)
Purchase approvals
RFx process
Contract risk analyses
Approval workflows

Vendor negotiations and contract execution
Third-party agreements
Business, finance, and legal review workflows
Central document repository
Document search
End-to-end agreement workflows
Standard and non-standard clauses
Supplier negotiations

Vendor management
Vendor data privacy
Renewal modeling
Auto-renewals
Party management
Contract remediation
Expiring contracts
Force majeure
Termination rights

Mergers and acquisitions (M&A)

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