

## Drive Smarter Business Decisions with Insight into Your Procurement Agreements

Global procurement and sourcing leaders have increasingly seen their responsibilities shift from traditional vendor selection to proactive management of third-party risks and compliance, including due diligence and contractual obligations. The same leaders have been tasked with reporting on key vendor management metrics, which are often outlined in one or more contractual documents governing the vendor relationship. Yet extracting detailed business, risk and compliance data from contractual documents can be complex, time-consuming and expensive.

DocuSign CLM+ includes an AI-powered contract analytics solution designed to help businesses understand what is in their contracts. It finds, filters and analyzes agreements regardless of source location and current format. AI-extracted clauses and terms enable multi-document comparisons, logic-based analysis, conceptual search and many other functions that can improve efficiency, identify risk and uncover opportunities to add value.

In addition to the core set of AI-models, DocuSign CLM+ offers optional add-on AI models designed to boost the analysis of specific use cases. These procurement models help procurement teams identify vulnerabilities and opportunities in global vendor and supplier relationships. By incorporating AI and machine learning to extract contract clauses and terms, you can search by concept to discover issues that basic keyword search would miss. The procurement models automatically looks through agreements for procurement specific, mission-critical topics including business, compliance and regulatory clauses for deeper, faster analysis.

The AI does not simply answer the question: “Are audit rights addressed?” The models ask and answer detailed questions such as:

- Does the agreement address audit, access or inspection rights for facilities?
- Does the agreement address regulator audit rights?
- Does the agreement address audit, access or inspection rights for books and records?
- Does the agreement address the frequency of audit and, if so, what is the frequency of the audit?
- Does the agreement address review, approval or audit of the COB or DR Plan?

### Results

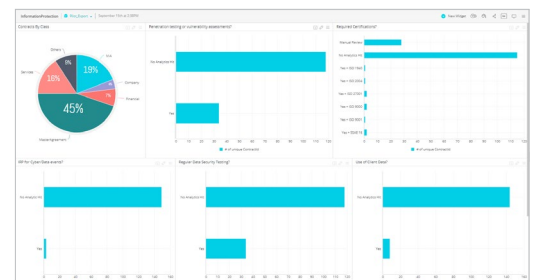
**Automated 97%**  
of frequent analysis questions

**Identified 60 critical contracts**  
that exposed the company to undue risk

**Mitigated 20+ points of risk**

**Renegotiated 5+ key value terms**  
with top suppliers

**A Fortune 100 retailer chose procurement models to analyze 2,000 critical contracts**



## Key capabilities

### Find, filter and analyze all your procurement contracts

Create a searchable index of your agreements, even if they are stored in multiple repositories. Filter agreements and use advanced guided search across the full text of all your agreements with the option to search by concept and discover issues and trends that mere keyword search would miss. Easily visualize key data points across all your agreements with built-in BI dashboards.

### AI-extracted procurement clauses and terms

The procurement models look for the presence and absence of common and complex procurement and sourcing topics including specific statutory obligations (e.g., vendor cooperation with regulators), common points of risk analysis (e.g., data security) and key business metrics (e.g., early payment discounts). The clauses and metadata are automatically extracted, creating a profile for each contract which supports a full spectrum of analysis and digital workstreams (e.g. updating P2P/ERP systems).

### Generate actionable information to accelerate the contract related process

Identify risks and opportunities to quickly answer questions without tedious time-consuming search and manual reviews. With the CLM+ AI models, you can search for answers to prebuilt questions or answer bespoke questions. The AI system finds and analyzes the relevant information to provide answers in clear terms that can be used to organize, prioritize and streamline the next steps.

### Accelerate remediation of high-risk contracts

Take action on the organized and prioritized contracts with a single click. Options include assignment to an individual/group, export to Excel/CSV or direct the information to an integrated system through a DocuSign Connector (e.g. Sap Ariba, Salesforce or M&A deal room).

## Components

### Comprehensive AI model set

Prebuilt, tested and tuneable AI models designed to answer specific questions.

### Rule book

The rule book helps explain what to expect from each model, providing an outline of the topics, subtopics and exact questions to be answered by each model.

### Playbook

A new set of "views" in the system's database that are reflected in the user interface, facilitating a rapid way to view the results of the Procurement Insight Accelerator's analysis. Views are fully configurable at the system, group and user level via a pick list.

## Representative topics include

- Applicable Laws & Regulations
- Audit & Inspection Rights
- Compensation & Payment
- Compliance with Laws
- Compliance with Policies
- Confidentiality
- Continuity of Business
- Expense Reimbursement
- Governing Law, Jurisdiction & Dispute Resolution
- Indemnification
- Insurance
- Intellectual Property
- Limitation of Liability
- Personnel records
- Records
- Renewal
- Subcontracting
- Term
- Termination

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### About DocuSign

DocuSign helps organizations connect and automate how they prepare, sign, act on and manage agreements. As part of the DocuSign Agreement Cloud, DocuSign offers eSignature, the world's #1 way to sign electronically on practically any device, from almost anywhere, at any time. Today, over a million customers and more than a billion users in over 180 countries use the DocuSign Agreement Cloud to accelerate the process of doing business and simplify people's lives.

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