The livelihood of any company is recorded in its contracts. Procurement contracts accommodate the sum of goods and services owed to the company. Sales contracts detail commitments to customers and revenue expectations. And internal contracts chronicle agreements within the organization.

Contract management is of critical importance to effective business commerce. Yet many organizations continue to record contracts on paper documents with disconnected offline tools and no process standardization. The result is inefficient, costly, and long contract cycles that make monitoring and managing agreements a challenge. And, perhaps worse, a failure to realize negotiated savings and missed revenue opportunities.

But there is a better way.

WHY SAP® ARIBA® CONTRACTS

The SAP® Ariba® Contracts solution helps legal, finance, procurement, and sales operations professionals responsible for contract management to handle all types of agreements, including procurement, sales, and internal contracts.

With SAP Ariba Contracts, companies can develop best-value agreements by addressing the two major components of the contract lifecycle:

• **Contract management** covering everything from contract request, contract authoring, and workflows to the contracting process, negotiation and approval, and contract execution with electronic signatures

• **Commitment management** including all ongoing compliance and performance management through task-driven reminders, search and reporting capabilities, and contract-renewal activities

With SAP Ariba Contracts, companies can connect directly with customers when creating, negotiating, executing, and managing the ongoing administration of contracts. And this means greater efficiency, lower administrative costs, and improved relationships that result in higher-value agreements.

A unique software-as-a-service (SaaS) solution, SAP Ariba Contracts delivers technology in a fully hosted environment and maintains security standards. Companies can get the solution up and running faster with fewer resources – enjoying faster time to value and lower total cost of ownership.
About SAP® Ariba® Solutions

SAP® Ariba® solutions enable companies to connect, get business done, and spend better. The solutions help businesses manage the buying process across all categories of spend – from direct and indirect goods to services. On Ariba Network, buyers and suppliers from more than 4.6 million companies and 190 countries discover new opportunities, collaborate on transactions, grow strong relationships, and build healthy supply chains. It’s where more than US$3.2 trillion in commerce gets done every year. With SAP Ariba solutions, companies are transforming how they manage all categories of spend with improved operational efficiency and compliance, increased agility, and accelerated business outcomes. To learn more, visit www.ariba.com.

FEATURES

Technology
• Multitenant, SaaS-integrated platform managing the entire contract lifecycle for all agreements
• Flexible compliance capabilities, including real-time enforcement at time of requisition and improved monitoring on past spend transactions
• Powerful search and reporting capabilities to optimize value from existing commitments
• Comprehensive and flexible contract-processing workflows
• Full audit trail for internal and external regulatory requirements
• Integrated contract data and workflows with third-party systems

Community
• Collaboration with internal experts and trading partners during negotiations
• Electronic signatures capabilities through SAP’s partnership with leading enterprise e-signatures provider, DocuSign

Capabilities
• Expertise and best practices delivered over a flexible delivery model, ranging from on-site consulting to Web-based templates
• Technology-enabled and conditional contract templates

READY TO GET STARTED?

To learn more, contact your SAP account executive or visit us online.