

SirionOne™

Infuse your contract lifecycle management practice with intelligence.



OVERVIEW

Contracts are the commercial foundation of every business relationship and are created to codify expected outcomes and what each party needs to bring to the table. In an ideal world, every business function – from procurement to legal and finance – plays a role in drafting, negotiating, and managing them. However, in

real world scenarios, contracts are authored manually in silos, and often negotiated with very little insight into past performance and risk metrics. Once a contract is signed, it is usually lost among emails, offline file servers and other enterprise IT systems, preventing contract managers from accessing

and interrogating them for intelligence.

Conventional contracting tools are ill equipped to meet these challenges and often act as point solutions with partial functionality, inflexible design, limited automation capability, long implementation cycles, and unclear ROI.

CHALLENGES



Inherent Risk

Contracts are authored by number of stakeholders using non-standardized legal language and templates, which can often lead to missing clauses and deviations from preferred enterprise position.



Manual Processes

Contracts are manually authored using non-standard legalese and outdated templates, and approvals are managed over emails, leading to frequent misalignments.



Inadequate Visibility

Hundreds of manhours spent searching for contracts and limited ability to mine them for insights using legacy tools such as spreadsheets.



Limited Collaboration

No central location for different functional silos to come together for contracting; hardcoded workflows prevent internal stakeholders from meaningfully aligning and collaboratively drafting, reviewing, and approving contracts.

Solution Overview

SirionOne enables businesses to meet contract management needs of today by offering seamless functionality across the complete lifecycle of a contract – from authoring and negotiation to AI-powered legal review, automated risk assessment, and execution.

Enterprises can leverage our platform as a one-stop solution that enables them to migrate their

commercial contracts from across a fragmented IT systems landscape and into a centralized repository and digitize them into objects that are immediately accessible and can be mined for analytical insights.

Using SirionOne, your business can leverage retrospective intelligence to enable anyone to contract smarter, expedite legal review, accelerate execution, and ensure better business outcomes every

time a deal is signed.

Our platform enables business functions – such as legal, finance, and procurement – to minimize interdependencies, gain efficiency, and redefine how terms and obligations are managed across the lifecycle of a contract, till renewal or expiry.



CAPABILITIES

REPOSITORY

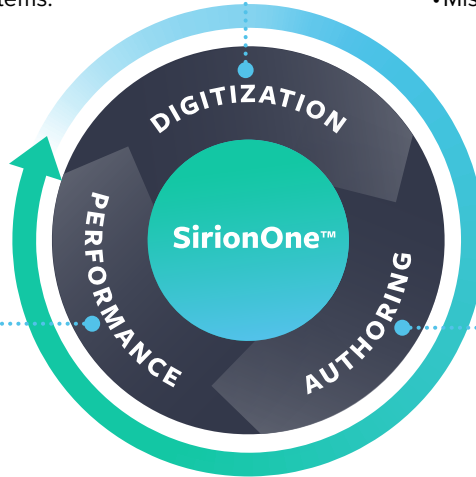
- Full-text, metadata and clause-level search capabilities.
- Access-controlled centralized contract storage.
- Integration adaptors to connect with and pull in contracts from other IT systems.

CONTRACT ANALYTICS

- Automated digitization of legacy contracts.
- AI-driven contract extraction and multi-level, parallel review.
- Missing clause and deviation analytics.

OBLIGATION MANAGEMENT

- Visual monitoring of obligation fulfillment status against contracted terms.
- Automated cascading of obligation financial impact (penalties and payments) to invoice line item-level.



CONTRACT ASSEMBLY

- Enterprise-approved clause and template libraries.
- Self-service contract assembly wizard.
- System-suggested templates.
- Smart tags to auto-populate metadata fields embedded in templates.

RENEWAL & EXPIRATION

- Alerts and advance notifications through dashboards, reports, and emails.
- Management of all types of contract terms, such as perpetual, auto-renewal, fixed.

NEGOTIATIONS, APPROVAL & E-SIGNATURE

- MS Word plugin that supports concurrent redlining, native chat, auto reconciliation, and clause library access.
- Auto-approval workflows.
- AI-led legal review of counterparty papers to highlight clause deviations and missing clauses.
- Seamless e-signature through integration with leading tools.

Key Differentiators

A

Anytime, Anywhere Access

Search for, retrieve, and view contracts stored in an access-controlled centralized repository through Sirion's mobile app for iOS and Android.

B

Self-service Contracting

Enable self-service contracting with a document assembly wizard that uses a guided questionnaire with conditional and value-based fields.

C

Collaborative Contracting

Multiple users - in parallel - can edit parts of the contract they have access to, after which the system automatically reconciles and consolidates all the changes into a single version.

D

AI-led Contract Extraction

AI-driven auto-extraction engine digitizes legacy contracts to create a centralized repository for all contract data such as metadata, obligations, SLs, and more.

E

Contract Intelligence

Leverage out-of-the-box analytics and dashboards tailored to specific business use cases such as M&A, procurement, legal, sales, and more.

F

Smarter Contracts

While drafting and negotiating new contracts, the system's AI offers benchmarking and prescriptive insights based on historical data.

Success Story

Revitalized Commercial Contract Management Practice
FOR LEADING EUROPEAN CORPORATE & INVESTMENT BANK

Business Context

With Sirion, our client leverages multi-language contract authoring and negotiation capabilities. They also standardized their clause and template libraries and created country-specific authoring workflows. They integrated Sirion with numerous third-party data sources to migrate records from different departments and geographies, turning the system into a Single Source of Truth.

Sirion Solution

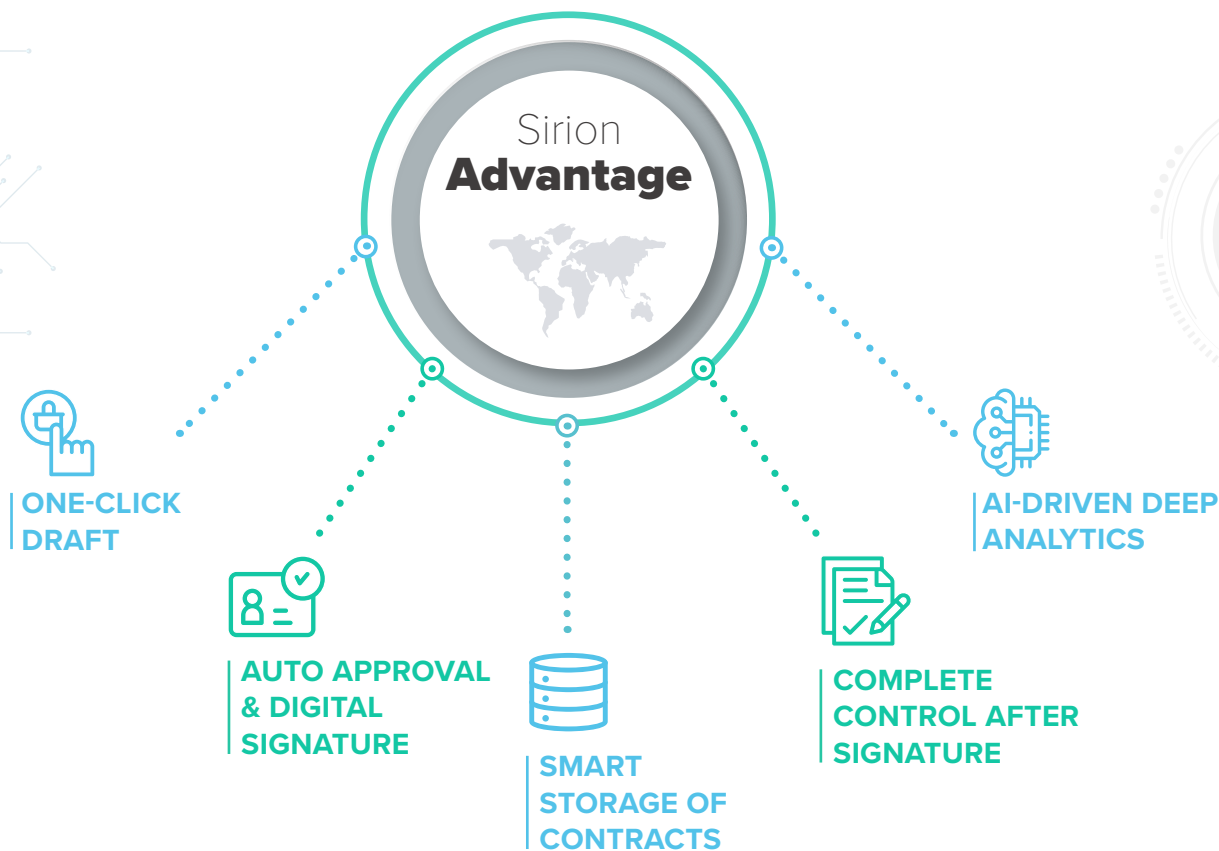
- Ensured compliance to EU banking regulations and created an EBA reporting-ready system.
- Centralized contract creation across 14 geographies to meet local/central governance requirements.
- Enabled deep governance by bringing the same level of scrutiny to both internal and external suppliers.

€ 1.6B
TCV Under Management.

~36K+
Contracts Created and Migrated.

7K+
Multilanguage Contracts Authored Monthly.

40+
BI Dashboards to Monitor Supplier Performance.



Benefits



Speed without Compromise
Accomplish more in less time with an endless array of AI & automation capabilities.



Smarter Contracts
Leverage unprecedented analytics while you negotiate.



Risk Mitigation and Compliance
Manage risk at every step in a contract's lifecycle.



Up to 90%
Reduction in time spent on creating first drafts.



Up to 40%
Reduction in CLM cost.



Up to 80%
Reduction in extraction time at 50% lower cost as compared to traditional options.



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