Get strategic with centralized contract management

Traditionally, procurement focused on acquiring products and services for the best price. But today’s procurement teams are expected to do more than control expenses. Organizations expect procurement to be a strategic value driver, delivering business insights to executives that result in better decisions. As such, managing legal and regulatory exposure, ensuring proper risk management and governance, and providing valuable intelligence to key stakeholders and business sponsors are the purview of modern procurement. However, 53% of organizations lack the systems needed to easily find and manage agreements.1 By eliminating paper and centralizing contract management, the DocuSign Agreement Cloud changes that.

**Manage contracts centrally**

Gain control and insights into supplier agreements across your organization by managing them all from one place. Track various stages of contracts and automatically route to the right stakeholders with a single system of record, accelerated timeline, and improved user experience.

**Minimize risk and ensure process compliance**

Identify high-risk and high-value terms, perform accurate spend analysis, understand contract risks and obligations, and reduce procurement costs. By integrating DocuSign Agreement Cloud with your preferred procurement ERP system, you can also enhance supplier visibility, monitor risk exposure, identify saving opportunities, and ensure business owners follow the process and fill out forms correctly.

**Improve business outcomes**

Index, search for, sort, review, and compare contract data, and with AI-driven analytics, easily review key clauses to ensure that you’re using the most beneficial terms and that hard-negotiated payment terms are being enforced. These capabilities, in turn, enable procurement to better identify synergies and source strategic new technologies and vendors, improving the quality of goods and services while maintaining competitive pricing.

**Reduce time and hassle**

Minimize manual processes and errors across the contract lifecycle and reduce time and hassle by automating the agreement process for supplier contracts, from contract generation and redlining to signing, storing, and managing. This ability to monitor complex changes, reduce mistakes, and automate approval and signing process across different devices, enables you to focus your time on negotiating the best terms for your company and other value-added activities.

**Results**

- **93% improvement** in turnaround time, from 76 days to 4
  Hewlett Packard
- **$30,000 in savings** on print and postage
  Wellmark
- **Seamless integration** with Sharepoint
  Restaurant Services, Inc.
- **2 hours cycle time** down from 2 weeks
  Toshiba
- **50% faster completion** of procurement tasks
  T-Systems

“At HP, we really consider DocuSign to be more than an e-signature process, it is a digital enterprise solution.”

Nick Gunn
Hewlett-Packard Company
Senior VP of Global Procurement
The DocuSign Agreement Cloud for Procurement

The DocuSign Agreement Cloud for Procurement increases visibility into the full lifecycle of supplier management, centralizes and streamlines the management of supplier agreements across the procure-to-pay process, and helps control costs and decrease risk in the supply chain. From RFPs and MSAs to supplier contracts and financing agreements, DocuSign helps transform the way you manage suppliers.

eSignature
Send and capture signatures for supplier agreements in minutes from virtually anywhere, on any device, while maintaining a complete audit trail.

DocuSign CLM
Manage the full agreement lifecycle for complex contracts with document generation, redlining, real-time negotiation, automatic routing to the right stakeholder to sign, drag-and-drop workflows, and powerful search.

DocuSign Insight and DocuSign Analyzer
Understand what’s in your supplier agreements, with AI-driven contract analytics to search, filter and compare contracts across your portfolio – plus streamline the negotiation process before you sign.

Integrations
Easily embed DocuSign into your existing tools with 350+ pre-built integrations, like SAP Ariba, SAP Fieldglass, Oracle, and many more.

To learn more, go to docusign.com/procurement

Use case examples

Documents
Supplier agreement
Nondisclosure agreements
Statements of work
Master service agreements
Terms and conditions
Sole-source justifications
Risk waivers and exceptions
Amendments and change orders
Purchase requisitions and work orders
Lease and land management

Management
Supplier contracts and constraints
Contract enforcement
Requests for proposals
Service levels
Agreement reviews
Supplier sourcing and selection
Version tracking
Legal redlining
Alerts and status tracking
Stakeholder management and rules of engagement
Final contract external execution

Compliance
Contracts
Internal audit and reporting
Suppliers
Invoicing and payment
Unmanaged spend control

Contingent workforce management
Employee contract/offer letters
Enterprise resource planning/HR information systems integration
Background checks workflows

Notes
1 The State of Systems of Agreement 2019, a commissioned study conducted by Forrester Consulting on behalf of DocuSign.