

Many of the Global 2000's most demanding, most contract-intensive companies depend on Selectica Contract Lifecycle Management to streamline their contracting processes, eliminate risk, and improve profitability. The Selectica solution automates the entire contract lifecycle—from contract request, authoring, negotiation, and approval, through contract execution, on-going obligations management, amendment, and renewal. With a track record of success that spans over a decade, the Selectica solution sets the standard for how best-in-class companies manage their contracts.

The First Contract Management Solution that's Easier to Use than to Avoid

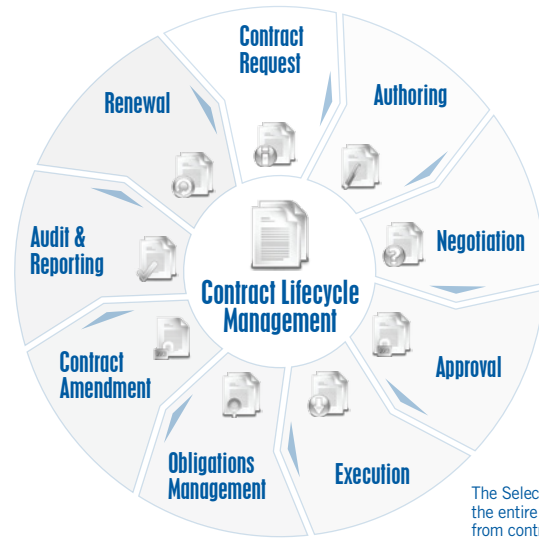
Because employees often try to find ways around systems that aren't user friendly, the Selectica solution provides an unparalleled user experience. Professionals can quickly create contracts in Microsoft® Word—the tool they know best—by simply dragging and dropping clauses from a library of approved language. The solution even supports Microsoft Word formatting. Selectica's Dynamic Inclusion™ capabilities automatically bring into the contract required clauses that are tied together. The solution also includes features for enhanced usability such as customizable dashboards and contract bookmarks.

A Contract Management Solution that Actually Cuts Contract Cycle Time

It's no secret that most contract management solutions extend, rather than shorten, contract cycle time—their rigid authoring and approvals processes are bottlenecks in the process. Selectica leads the industry with next-generation workflow capabilities. Parallel approvals enable multiple departments to work on their parts of a contract at the same time. True dynamic workflows can automatically add or remove the steps required to execute a contract based on how users modify their contracts. Selectica's PDA-based approvals also cut contract cycle time by enabling users to review and approve contracts hours or even days faster.

Managing Third-Party Paper: The Selectica Solution Masters the "Other Half" of the World's Contracts

Contracts drafted with third-party paper—those initiated using other companies' boilerplate—can stop other solutions dead in their tracks during the negotiation and approvals process. Using the Selectica solution, companies can quickly and easily map both metadata and clauses to provide control no matter where a contract originates. The Selectica solution can even handle the redlining and approvals processes for third-party contracts received via fax or by email in PDF format.



The Selectica Solution Maps to Your Processes, Not the Other Way Around

The Selectica solution was built from the ground up with the understanding that every company's contract management processes are unique, so it doesn't require your company to change its processes to use our system. Selectica customers enjoy *configuration* not *customization*. By leveraging the flexibility of XML, companies don't need to make time consuming, expensive, risky customizations to the solution. This also makes the solution easy to deploy, adapt, and upgrade.

Gain a Single "Effective" View of a Business Relationship Across Contract Amendments

Constantly evolving business relationships often produce a steady flow of contract amendments that can quickly obscure everyone's understanding of a business relationship. The Selectica solution is able to provide professionals with a single "effective" view of prevailing contract language and terms across multiple contract agreements. It can also provide streamlined amendment approvals that ensure that only the right people are included in an approval chain based on the kinds of changes made in an amendment. The result is a far faster approvals process with clear visibility into the most current language and terms.

Key Features

Seamless Microsoft Word Integration

- Create, author, and edit contracts in Microsoft Word
- Drag-and-drop contract creation using a library of approved language and terms
- Support for Microsoft Word formatting
- Automatically convert from PDF to Microsoft Word format

PDA Support

- Review and approve contracts
- Support for Blackberry and Motorola Q Smartphone devices

Third-Party Contract Support

- Import third-party contract documents in Microsoft Word and PDF format, or via fax
- Extract and map critical terms and clauses

Self-Service “Contract Kiosk”

- Request contracts by answering conditional questions in a Web-based wizard
- Automatically route contract requests to the right person

Contract Amendment Support

- One “effective” view of prevailing terms across multiple amendments
- Approval workflow based on changes to the original agreement

Contract Management Dashboards

- Customizable dashboards
- View contract status, open tasks, search, and reports

Central Contract Repository

- Single, scalable repository for all contracts enterprise-wide
- Full-text and Boolean keyword search of business terms and attachments
- Attach native, scanned, and faxed documents for all major file types (Word, PDF, Excel, PowerPoint, image files, and more)

Fax Server Integration

- Automatically associate incoming faxes with the right negotiation
- Immediately alert the right party the moment a contract is received

Customizable Alerts

- Email notifications based on key events, contract expirations, tasks, and approvals, as well as updates from external systems
- Triggered alerts based on aggregated thresholds

Highly Configurable Workflow

- Serial and parallel contract approvals
- Graphical view of where each contract is in the cycle
- Multi-step contract approval tasks at any stage of a workflow
- Workflow steps can extend post-execution

Sophisticated Reporting

- Ad-hoc reporting
- One-click access from report results to contract records
- Full audit trail down to the field level

Robust Security

- Strong network (128 bit SSL) and data security
- Permission-level access to both data and business processes
- Security reports identify risks to your operations and provide monitoring of system resources
- LDAP and single sign-on support

Integration

- Strong SOA platform enables bi-directional integration with back office systems such as ERP, CRM, and SRM systems, as well as business intelligence tools
- Integration via Web Services and JDBC

Deployment Options

- Deploy via On-demand, Hosted, or On-site
- Flexibility to switch deployment options as your needs evolve

About Selectica, Inc.

Selectica (NASDAQ:SLTC) provides Global 2000 companies with solutions that automate complex contract management and sales configuration processes. Selectica solutions streamline critical business functions including sales, procurement, and corporate governance, and enable companies to eliminate risk, increase revenue, and cut costs. Selectica customers represent leaders in manufacturing, technology, retail, healthcare, and telecommunications, including Bell Canada, Cisco, Covad Communications, Fujitsu, Hitachi, International Paper, ManTech, Levi Strauss & Co., Qwest Communications, and Rockwell Automation. For more information, visit www.selectica.com.