

A flexible, full-featured contract lifecycle management system that's smart enough to keep up with you.

Selectica Contract Lifecycle Management (CLM) automates the entire contract lifecycle—from the initial request through every renewal. With a track record of success that spans more than a decade, Selectica CLM sets the standard for how best-in-class companies manage their contracts.

Selectica Contract Lifecycle Management helps you manage contracts with greater ease and precision. **Here's how:**



From request to approval—faster

It's no secret that most contract management solutions can extend, rather than shorten, contract cycle time—their rigid authoring and approval processes are bottlenecks in the process. Selectica CLM is different. With approval routings that automatically adjust to each contracting scenario, Selectica CLM actually speeds up the process instead of bogging it down.



A single view across contract amendments

Rapidly changing business relationships can become confusing in a steady flow of contract amendments, clauses, and conditions. Selectica CLM provides a single effective view of commonly used contract language and terms across multiple contract agreements, and gives clear visibility into the ones that are used most frequently.



Cutting-edge searchable repository

The Selectica CLM contract repository simplifies the process of entering and searching contracts and associated amendments and attachments. The solution's state-of-the-art search engine indexes the documents and retrieves information from them in real time.



Intelligent reporting and analytics

Transforming your contracts into a competitive advantage is now possible. Through basic reporting, the advanced Analysis module, or an external reporting warehouse, Selectica CLM provides the right information to the right people at the right time.



Industry-leading best practices

Combining industry-leading expertise and a decade of successful implementations, Selectica delivers best practices from day one. The system configuration is ready to go when you are, delivered with usable contract models and workflow templates. And when the configuration needs to be updated, you can use the Composer tools to quickly and easily make the changes yourself. No programming required.



Third-party paper management made simple

Contracts drafted with third-party paper—those initiated using other companies' boilerplate language—can stop other solutions dead in their tracks during the negotiation and approvals process. More often than not, these contracts come to you as a scanned PDF or hard copy fax. Selectica CLM makes it easy for you to convert and OCR these documents, and then map the counterparty's contract terms and clause language to your company's standards—all without leaving Microsoft Word.

Key features and benefits

Searchable contract repository

Attach native, scanned, or faxed documents of any major file type and find them in seconds with state-of-the-art full-text and Boolean keyword search functionality.

Highly configurable approval and review workflows

Add, edit, and modify all aspects of the contract review and approvals process—including setting conditional, serial, and parallel workflows—and get a graphical view of where each contract is in its lifecycle.

Analytics, business intelligence, reporting, and dashboards

Design dashboards by role so decision makers get the information they need when they need it.

Mobile device support

Review, comment on, or reassign workflows for any contract, and approve contracts with one click from your iPhone, iPad, Android, or Blackberry.

Seamless Microsoft Word integration

Create, author, edit, and check contracts into the Selectica CLM repository—without ever leaving Microsoft Word.

Contract template management made easy

Customize template reviews and approvals to match the way your company works, and get visibility into each edition of a contract at the amendment and clause level.

New view into amendments

See prevailing terms across multiple amendments with one “effective view” that includes an auditable roll-up of all amended terms.

Third-party contract support

Extract and map critical terms and clauses from faxed third-party documents, and documents in Microsoft Word or PDF format.

Customizable alerts

Receive email notifications for key events, contract expirations, tasks, and approvals, and trigger alerts based on aggregated thresholds.

Automated business processes within lifecycles

Construct unique lifecycles for each contract type and business entity with pre-contract and post-execution workflows to ensure compliance and automatically initiate re-contracting.

Iron-clad security

Safeguard your documents with strong network (128-bit SSL) and data security, as well as permission-level access for data and business processes.

State-of-the-art integration

Connect to your documents with a proven service-oriented architecture (SOA) platform that enables bi-directional integration with back office systems such as ERP, CRM, SRM, and EMC Documentum.

Deployment options

Deploy Selectica in the cloud or on site, with the flexibility to switch deployment options as your needs evolve.



Learn more at
selectica.com/cm

ABOUT SELECTICA

Selectica (NASDAQ: SLTC) develops innovative software that the world's most successful companies rely on to improve the effectiveness of their sales and contracting processes. Our guided selling, sales configuration, and contract lifecycle management solutions support the Global 2000 and growing mid-size firms in closing billions of dollars' worth of business each year. Our patented technology, delivered through the cloud, makes it easy for customers in industries like high-tech, telecommunications, manufacturing, healthcare, financial services, and government contracting to overcome product and channel complexity, increase deal value, and accelerate time to revenue. For more information, visit www.selectica.com.

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