

Oracle Enterprise Contracts



Oracle Enterprise Contracts is a complete solution for managing contracts that helps organizations standardize corporate contract policies, improve internal controls, and comply with all contractual obligations and regulatory requirements.

KEY FEATURES

- Clause and Template Library
- Guided Contract Creation
- Contract Printing
- Microsoft Word Collaboration
- Electronic Signatures
- Contract Deviations Reporting
- Clause Usage Analysis
- Contract Import
- Contract Text Search
- Workload Management

KEY BENEFITS

- Implement best practices with standard templates
- Quickly generate standards-based contracts with little or no legal supervision
- View a snapshot of all contract-related activities from the Contracts dashboard

Standardize Contract Processes

With Enterprise Contracts, companies can implement best practices with standard templates, clauses and contract policy rules that can be enforced enterprise wide. Contract administrators and legal personnel can:

- Author and negotiate a myriad of complex contracts.
- Maintain a central library of standard clauses, contract templates, and policy rules across the enterprise.
- Use contract templates to rapidly assemble and create contracts while maintaining standard contract structure and language for each type of sale.
- Specify which clauses are mandatory for a contract or protected against updates during negotiation using policy rules.
- Establish company-wide standards that regional administrators can adopt and tailor to comply with local or country regulations.

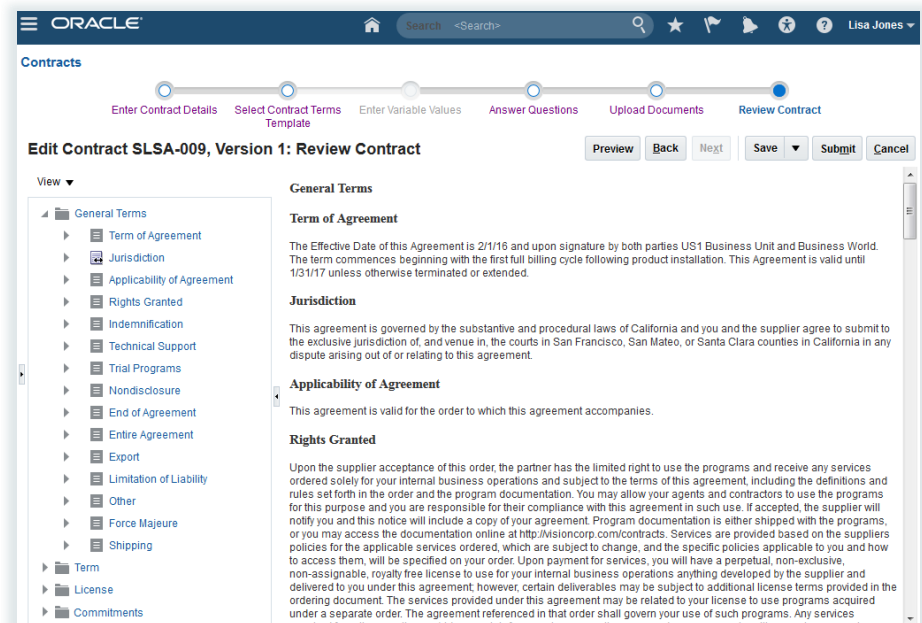


Image 1: Quickly assemble and author a contract using the wizard.

ORACLE CUSTOMER EXPERIENCE: SALES CLOUD

- **Complete:** A comprehensive sales solution focused on driving performance and connecting business processes.
- **Innovative:** Productivity-driven apps offering deep customer insight with the flexibility to adapt and differentiate.
- **Proven:** Power global sales organizations and leverage recognized industry expertise for secure and scalable global operations.

RELATED PRODUCTS

- Oracle Sales Cloud
- Oracle CPQ Cloud
- Oracle Marketing Cloud
- Oracle Service Cloud
- Oracle Commerce Cloud
- Oracle Incentive Compensation
- Oracle Social Network Cloud
- Oracle Transactional Business Intelligence Enterprise for CRM Cloud Service

Accelerate Contract Negotiation and Renewal Cycles

Advanced capabilities make it possible to quickly generate standards-based contracts with little or no legal supervision.

- The Contract Expert feature guides users through a questionnaire and automatically adds required clauses based on responses to the questions and other negotiated business terms like products, prices, and contract amount.
- Contract policy controls prevent unauthorized modifications.
- Two-way integration with Microsoft® Word streamlines contract collaboration and negotiation.
- Offline update capabilities allow contract administrators, legal representatives and external parties to make changes offline and then synchronize with the structured contract terms stored in the system.

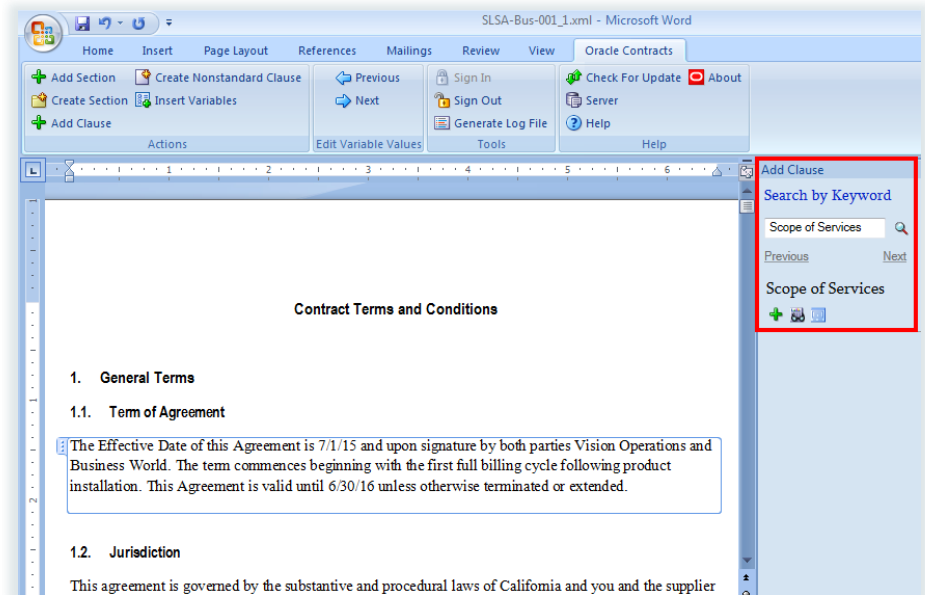


Image 2: Access the Terms Library from within Word for offline editing.

- The ability to define user statuses, track days in each stage to identify bottlenecks and manage workload among contract assignees allows teams to closely monitor contract progress.
- Configurable approval workflows offer the ability to fast-track standard contracts while requiring additional approvers for any policy violations.
- A deviations report highlights all deviations from the corporate standard. Forwarding this report to approvers makes it easier for them to review and approve contracts.
- Print and electronic signature options make it possible to generate a PDF or send the contract for secure electronic signature.

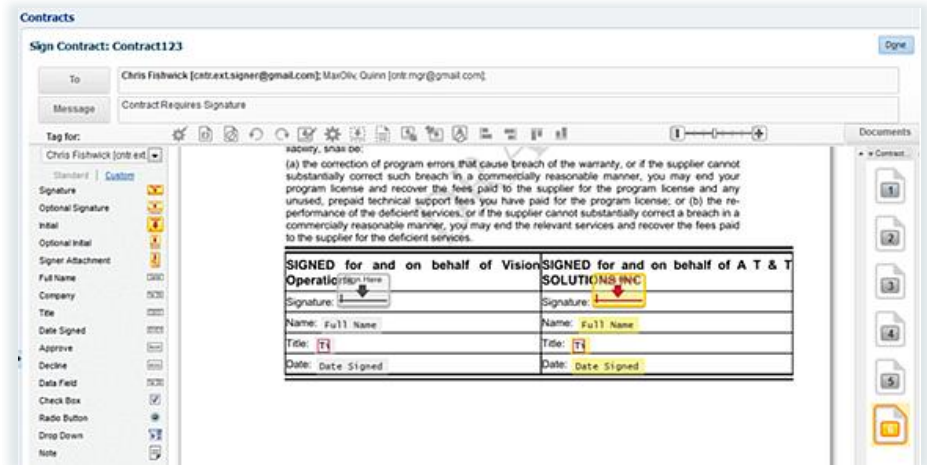


Image 3: Streamline the acceptance process with secure electronic signing.

Improve Visibility and Drive Contract Compliance

A single view of all enterprise contracts is essential for effective management of contract activities and for reporting and analysis of outstanding supplier, customer and partner commitments. Enterprise Contracts seamlessly supports execution compliance without the need for expensive integrations by providing a single place to manage and monitor all contractual agreements throughout their life cycle.

- View a quick snapshot of all contract-related activities from the Contracts dashboard, including deliverables progress, approvals, and contracts that need attention.
- Quickly search and view all contracts from a single location.
- Search across contracts and attached documents for structured information like contract dates or amounts using the powerful, text-based search engine.
- Find all contracts containing a certain clause or contracts with clauses that are frequently made nonstandard using advanced clause analysis capabilities.
- Build custom reports to perform detailed business analysis with the right information, in the right format.

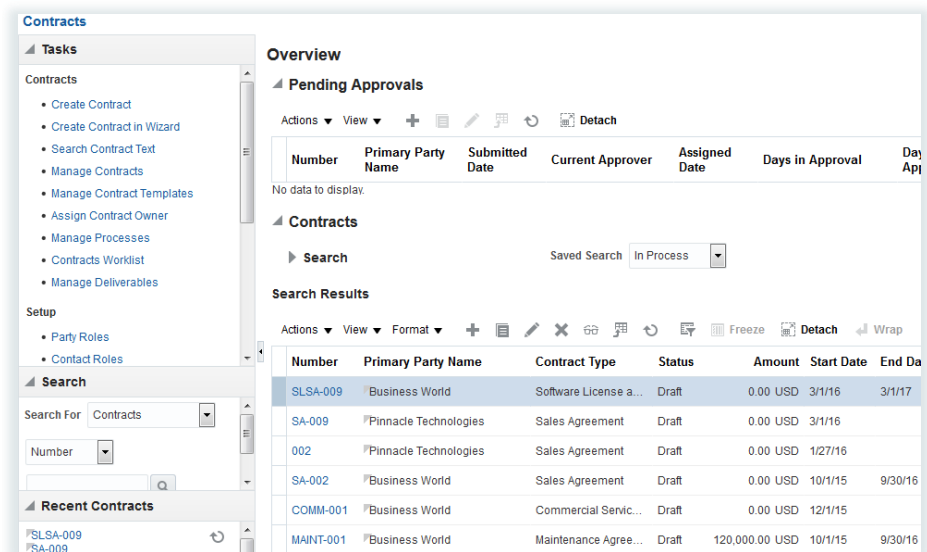


Image 4: Create and Manage contracts from the Contracts work area.

View Contracts In Context

Sales reps and sales managers can view and manage contracts in context from the account, contact, and household details pages within Oracle Sales Cloud.

- The number of active contracts is easy to see in the Overview tab.
- Contract details are available from the Contracts subtab.
- Prebuilt lists show active, in process, on hold, closed and all contracts.

Edit Account: Pinnacle Technologies: Overview Actions Save Save and Close

Type Customer
Industry High Technology
URL <http://www.pinnacletechnologies.com>
Address 600 4th Ave Rm 107 SEATTLE, WASHINGTON 98104
Primary Contact Joshua Baker
Contact Phone +1 (206) 958-1288
Contact E-Mail joshua.baker@nore...
Owner Lisa Jones
Contacts 23
Relationships 24

Opportunities

- Open Opportunities (Amount \$11,322,340) 35
- Open Leads (6 Hot) 13
- Open Quotes and Orders (Amount \$1,167,989) 11
- Active Contracts 2

Products

- Assets 37
- Top Recommendation Vario 7000 Tablet

Image 5: See the number of active contracts associated to an account.

CONTACT US

For more information about Enterprise Contracts, visit oracle.com or call +1.800.ORACLE1 to speak to an Oracle representative.

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