

Contract Management

Positioning Paper

Dealing with issues tied to?

- ◇ I can't see it
- ◇ I can't find it
- ◇ I can't control it
- ◇ I can't track it

All companies, at some time or another, will be involved in creating legal agreements. Startups are creating non-disclosure agreements while companies that have been around for a while have sales agreements; terms and conditions; licensing agreements; commission plans; 401k documents; employee stock options; etc. All of these agreements will go through some creation/approval process that could involve several people and many reviews.

Some Issues with Legal Agreements

This section is not intended to be a complete list of issues, but these issues are on many company lists:

- ◇ Customer input does not always track from the customer through legal.
- ◇ Legal agreement processes tend not to be formal leaving many steps to be done ad-hoc.
- ◇ Exceptions are not handled in an organized fashion.
- ◇ The process can sit for days or weeks with little or no forward progress.
- ◇ For a sales agreement, there is a fine line between being protected and spending so much time on the agreement that the customer doesn't want to place the order.
- ◇ Participants in the legal agreement process and their management are unable to get real time project status.
- ◇ Management reports are often created manually resulting in days of work and potential inaccuracies.
- ◇ How do you know which agreement is the agreed upon document?
- ◇ Where are these contracts stored? Who can have access to them?
- ◇ Often, companies would prefer to edit an existing contract than write one from scratch.
- ◇ Often, companies will hire an employee whose only job is to manage the process of creating an approved contract.

Most companies have an informal process in place and when tasks are completed on time and move from one step to the next, there doesn't seem to be a problem. It is when tasks are late, or when you can't find some piece of information, or when your boss comes around asking about the status of some agreement, that you can become frustrated.

Positioning Paper

The Ingenuus Solution

Ingenuus puts the power of Business Process Management into the hands of the business line manager—the process owner. They are responsible for their processes and they are the ones that will be rewarded for their process improvement successes.

The Ingenuus approach to Business Process Management -
Enterprise Process Orchestration

- ◇ The Business Rules engine is user configurable
- ◇ The User Interface is user configurable
- ◇ Map even the most complex processes
- ◇ Link Processes as needed
- ◇ The Software includes a document vault
- ◇ The Software is mature [version 5.x.x]
- ◇ Software pricing starts below \$100k
- ◇ Ingenuus Solutions show a remarkable Return on Investment

Configure vs. Code

There are 13 sections [web pages] to an 'application' [an application could be engineering change requests, purchase orders, sales contracts, etc.]. Users can choose the sections that are pertinent and 'hide' the others. One of the sections is entirely user definable. Users can change all of the labels into their company language.

The business rules behind the 'application' are user configurable. They can be constrained or allow for ad-hoc processes. No coding is required unless some integration is necessary.

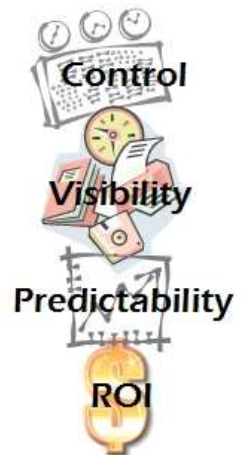
Integration can be done through imports/exports or you can purchase an enterprise application integration [EAI] gateway.

The Ingenuus Software includes a document vault that provides check-in/check-out privileges; version controls; and security based on where the document is within its process.

Remarkable ROI

Our customers are achieving a remarkable return on investment. One contract manufacture in southern California is enjoying a savings of \$1 million per year.

Ingenuus
Active Packet
Technology
Provides:



 **ingenuus™**

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