

**Finance without smartContract CLM:
Insufficient control over cashflow,
partial visibility**

Problem

The volatile business environment has reinforced the importance of contracts to finance departments, as these documents govern every dollar in and out of a company. But despite a strong understanding of what the company needs, finance departments aren't able to accumulate the necessary information from the contracts to inform their company's decisions. This results in:

- Inability to have a clear view of a company's relationships with its customers, suppliers, and other stakeholders;
- Not being able to proactively monitor obligation fulfilment, regulatory compliance and other potential sources of financial and reputational damage.
- Overlooked hidden clauses that mean the company either pays more or leaves value on the table;
- Limited access to contracts due to siloed contract management systems, or physical storage, or both;
- Inability to completely control cash flow due to lack of useful insights into contracts;
- Lost revenue and opportunities due to poor administration, unexpected renewals and expirations, or incurring additional costs to remedy unfavourable nonstandard terms and conditions.

How CLM systems help finance teams

Benefit 1: Identify and mitigate current business risks

- Quickly understand the company's contractual rights and risks.
- Establish accountability and monitor progress for any event in the contract lifecycle.
- Digitize and centralize your agreements to access any document, anytime, anywhere.

Benefit 2: Negotiate better contracts

- Spot trends in negotiation terms and identify key contract levers that positively or negatively impact cash flow.
- Maintain version control of your contracts during negotiations to avoid hidden, missing or duplicate data.

Benefit 3: Understand the big picture

- Readily available data insights into your contracts to identify risks and opportunities.
- Track health of the company's complete contract portfolio to take timely actions.

Benefit 4: More control and no surprises

- Analyze contracts at scale and control the commercial terms that govern business relationships.
- Integrate with CRMs and ERPs to have a single source of contract information that is consistent across these systems.