smartContract

AN EBOOK FOR PROCUREMENT LEADERS

Won at the table. Lost after signature.

smartContract AI: contract review for procurement leaders

Why procurement's hardest work begins the day the contract is signed.

01 THE CHALLENGE

A typical quarter-end in procurement

A volume rebate sits unclaimed because no one tracked the milestone. The pricing amendment from six months ago can't be found — procurement has three different versions across two shared drives and an email thread. Legal flags a clause that auto-renewed without review. And a supplier is invoicing above the agreed rate, insisting the escalation clause activated last quarter.

For most procurement leaders, none of this is unusual. It's the everyday cost of negotiated value buried in contracts, amendments, and side letters — the value your team fought hard to secure at the table but can't access quickly enough to protect after signature.

IN THIS EBOOK

- Where negotiated value quietly leaks once the contract is signed
- How contract blind spots erode savings and supplier performance
- Why smartContract AI is becoming a procurement essential
- How smartContract CLM helps procurement protect the value it wins

02 THE QUESTIONS

The questions procurement leaders ask every quarter

Most contract value leaks don't begin with a breakdown — they begin with a simple business question that takes too long to answer. The information almost always exists inside the agreement; the problem is reaching it before the window to act has closed. Here's what those questions sound like across the teams procurement supports:

SUPPLIER MANAGEMENT

"We negotiated a volume rebate — why hasn't it been claimed?"

COMMERCIAL OPERATIONS

"The supplier is charging above the agreed rate. What does the contract actually say?"

RENEWALS & SOURCING

"This contract auto-renewed last month. Did anyone review the pricing terms before it fired?"

RISK & COMPLIANCE

"What cost protections did we negotiate — and are any of them still active?"

PROCUREMENT & LEGAL

"Why does every contract review take three weeks when we need an answer in three days?"

Key takeaway: The information usually exists. The challenge is reaching it quickly enough to act — before the rebate window closes, the escalation activates, or the renewal locks in another year on yesterday's terms.

03 THE HIDDEN COST

What untracked contracts cost procurement

You negotiated these contracts, but without visibility after signature, the value erodes quietly and quickly. When an agreement isn't actively tracked, it doesn't fail in a legal folder — it fails on your numbers: an unclaimed rebate that expired while no one was watching, a pricing escalation that activated before procurement noticed, a supplier obligation committed to in writing but never monitored. For procurement leaders, the impact lands in three places:

FINANCIAL

Rebates go unclaimed, pricing protections expire unnoticed, discount programs are forgotten after signature, and cost-control provisions go unmonitored until the next audit.

OPERATIONAL

Supplier commitments aren't enforced, auto-renewals fire before scope is reviewed, notice periods are missed, and teams administer contracts instead of managing suppliers.

STRATEGIC

Procurement enters renewals with weaker leverage, reported savings don't match savings captured, and visibility into commitments stays limited.

Why does this keep happening? Not because of how many contracts procurement manages, but because of how little visibility there is within them — commercial terms each team reads differently, rebate thresholds and escalation clauses buried deep in the document, and multiple versions scattered across email, drives, and systems with no single source of truth.

> **Key takeaway:** Untracked contracts don't stay a contract-management problem. Poor post-signature visibility becomes a savings problem, a supplier-performance problem, and a risk problem — all on procurement's watch.

04 THE SOLUTION

How smartContract AI changes the equation

For a procurement leader, the value of AI isn't faster contract review — it's catching pricing escalations before they activate, claiming the rebate before the threshold window expires, and walking into a renewal with full visibility into every commitment. **smartContract AI** surfaces those answers the moment the question comes up, built for how procurement actually works.

ANSWERS AT THE MOMENTS THAT MATTER TO PROCUREMENT

Before a renewal — surfaces renewal dates, notice periods, volume thresholds, and pricing escalation terms before the deadline — not after the auto-renewal has fired and locked in another year.

Before a payment — compares the invoice against agreed commercial terms, identifies out-of-scope charges, and flags missed rebate deductions before they're paid.

Before a supplier dispute — locates the obligations, performance commitments, and service standards governing the relationship in seconds, giving procurement the evidence it needs before the conversation escalates.

BUILT FOR PROCUREMENT, NOT JUST LEGAL

Answers, not search — ask smartContract AI a plain-language question about any contract and get the answer with its source clause, instead of a list of documents to read through.

Monitoring that runs without manual input — rebate milestones, renewal windows, pricing escalation dates, and supplier obligations are tracked automatically across the full portfolio, so nothing lapses unnoticed as volumes grow.

Deviations flagged immediately — non-standard clauses, missing protections, and terms that deviate from agreed templates are surfaced during review, rather than discovered months after signature when the cost of fixing them is far higher.

> **Key takeaway:** smartContract AI helps procurement protect the value it negotiates — catching escalations, claiming rebates, and entering every renewal better informed.

05 THE COST OF WAITING

The cost of delaying

Doing nothing feels like the cautious choice. It isn't. Every quarter on manual tracking, the cost of poor visibility compounds: auto-renewals fire before anyone reviews the terms, rebate milestones expire unclaimed, and pricing escalations activate before procurement notices. Each missed window is value that doesn't come back — and the market isn't waiting.

86% of organisations recognise AI's potential in contract management — yet fewer than 40% have implemented a solution, with lack of technical expertise (63%) the most cited barrier.

Gartner predicts that by 2029, around 50% of contract reviews will be handled by self-service systems. Teams that stay on manual review face a widening gap — not just in efficiency but in value capture. As portfolios grow, the rebate thresholds, escalation clauses, and renewal windows that need monitoring quickly exceed what any team can track by hand.

> **Key takeaway:** Delay isn't neutral. Every quarter without visibility is one where rebates go unclaimed, escalations go unnoticed, and renewals fire on yesterday's terms.

06 GET STARTED

Gain greater control with smartContract CLM

Contract risk doesn't start with legal, and the cost of poor visibility doesn't stay there either — it touches procurement, finance, operations, supplier management, and leadership. The fastest way to see what smartContract AI changes is to point it at the supplier contracts you already manage — and watch it track the rebates, escalations, and renewals you'd otherwise spend hours chasing.

SEE IT WORK IN THREE STEPS

1

Point it at your contracts

Connect the supplier agreements, pricing schedules, rebate agreements, and renewals you already manage — with no lengthy setup.

2

Ask in plain language

Type a question like "Which rebates are unclaimed this quarter?" and get the answer with its source clause.

3

Act before the window closes

Claim rebates, challenge out-of-scope charges, and review pricing before the auto-renewal fires.

WHAT CHANGES FOR YOUR TEAM

Protect negotiated value

Catch rebates, escalations, and price protections before the window closes.

Stronger supplier oversight

Track obligations, SLAs, and commitments automatically across the portfolio.

Better leverage at renewal

Enter every renewal with full visibility into terms and commitments.

Protect the value you negotiate.

Less time administering contracts — more time managing suppliers and capturing savings.

Turn to the last page to see the teams that trust smartContract — and book your demo →

KNOW MORE ABOUT SMARTCONTRACT

Trusted by procurement and contracting teams worldwide

From global enterprises to fast-scaling organisations, procurement, finance, and operations teams rely on smartContract to protect negotiated value and strengthen supplier oversight after signature.

51+	98%	4.8/5	88%
ORGANISATIONS SERVED	WOULD RECOMMEND	OVERALL RATING	FIVE-STAR REVIEWS

Schedule a demo today

www.smartcontractclm.com

Sources: 1. World Commerce & Contracting (WorldCC), ContractIQ — 86% of SMEs recognise AI's potential in contract management; fewer than 40% have implemented a solution. 2. WorldCC research on AI adoption barriers — 63% cite lack of technical expertise; 58% cite budget constraints. 3. Gartner — by 2029, ~50% of contract reviews handled by self-service systems (Gartner General Counsel survey, October 2025). 4. Gartner Peer Insights — reviews are the subjective opinions of individual end users and do not represent the views of Gartner or its affiliates.