

Icertis Analyst Update

M A R C H 2 0 2 1

"Icertis is an affordable and flexible solution for meeting CLM enterprise needs while driving cost value."

--IT Project Owner, Manufacturing Industry

Manage Business Relationships with ICI

We're excited about our new features and applications, which help users efficiently manage business relationships throughout their life cycles.

Supplier Onboarding

Icertis Contract Intelligence's self-service onboarding process and rule-based routing makes getting new suppliers onboarded simple. Visibility into compliance status ensures a foolproof audit process through automated workflows for verification of diversity compliance (DBE compliance, e.g.), dashboards for status tracking and monitoring, and alerts for any violation. Easy integration and communication between admin and suppliers via the ICI Collaboration Portal reduces hassles and accelerates time-to-value.

Managing Proposals

Objective qualification criteria can inform bid/no-bid so proposal teams can focus on bids that align with sales strategy and have a higher chance of success. Once the bid moves forward, dedicated entities and workflows help drive the proposal life cycle with features like RFx capture proposal management and post-win management.

Signatures and Security

ICI has introduced a hybrid signature process that lets users use both manual and electronic signature modes in a single transaction and supports OAuth in the Salesforce adapter for increased security. The Icertis DocuSign integration also allows parallel signatures so that multiple signatories can sign the agreement simultaneously to reduce turnaround time.

Celebrating Growth

Many new customers have selected Icertis as their contract intelligence provider in Q4 of 2020 and Q1 of 2021, including household names like Siemens, Sabra, and Bristol Myers Squibb.

We've also announced a new round of funding has nearly tripled Icertis' valuation to reach \$2.8bil since its Series E funding in 2019. Two new members have joined our board, and the expertise of Penny Pritzker and Karyn Smith is sure to steer Icertis through the next phase of our journey.

Have questions about our Series F funding or our new release? Contact Alicia Kelly and Danielle Henry.

