EMPTORIS TO SAP: THERE IS A BETTER WAY

The News

If you are a user of IBM's Emptoris Contract Lifecycle Management (CLM) solution, you know what's coming. IBM is sunsetting the Emptoris platform and all users are now encouraged to migrate to SAP's Ariba CLM system.

Now is the time for Emptoris users to evaluate their options. They can step back and consider the value they are receiving from their CLM as a whole, the value they would receive from moving to SAP Ariba, and finally, if there are other attractive options available.

What Am I Getting With CLM?

CLM is an integrated system to automate the contract lifecycle. It is comprised of a document repository, authoring tools, workflow tools for negotiation and approval cycles, and integrations for exchanging data with other business systems.

The question is how CLM users apply this functionality. Is it used primarily as a repository for contracts, with some basic document creation functionality? Or is it being fully utilized for contract initiation and authoring? Are programmed workflows automating the process?

In many cases, usage of CLM functionality is narrow, stemming from just how hard it is to standardize the contracting lifecycle. Custom language, third-party paper, dynamic workflows, lack of legacy documents, and numerous roles involved in contracting all limit CLMs feature adoption and ROI.

And, what about the data? CLMs usually have data fields, but populating and managing those fields is generally a manual process, which can be error prone and inconsistent.

Our experience tells us that CLMs are mostly used to store and find contract documents, and so Emptoris customers should consider if they need an enterprise-level contract lifecycle management system at all.

The Alternative to CLM

Many companies choose Seal over CLM as a first step. The reason is Seal takes a very different perspective on contract management, with strong emphasis on the most important aspect of contracts – **their data**.

The presentment of actionable insight derived from contract data makes Seal a strong complement, and potential alternative, to CLM.

> *"Seal found a payment term mismatch on ~75 suppliers that, when we synch them up, will result in $400k working capital savings and a $4M dollar balance sheet impact – great stuff!"*
>
> VP Procurement, Fortune 50
> Life Sciences Company

Introduction to Seal

Seal is a **Contract Discovery and Analytics** solution that can find contracts from across multiple repositories and formats, copy them into a centralized repository, and convert them to searchable documents. It can then extract all the needed terms, provisions, line items, pricing structures and incentives, and other relevant data needed to improve buyside and sell-side business operations.

Seal can help Emptoris users:

1. Discover contract documents within the CLM, but also stored on hard drives, network drives, file shares, in various repositories, and in business applications.

2. Copy the discovered files to a secure, protected, and searchable repository.

3. Enhance and index the data being extracted using Artificial Intelligence.

4. Provide out-of-the-box data extraction for many common contract terms.

5. Enable users to create custom search policies for language, products, and elements unique to the business.

6. Allow business users, not data scientists to perform analytics across the entire portfolio of contracts, to better manage third-party relationships, and extract actionable insight to improve business performance.

When Seal is used, all contracts are centralized, easy to locate, and all contract data is searchable and found quickly and easily. **Many Seal customers started down the path of CLM, but found Seal effectively solved their contract problems, including management of the documents and data, preventing the need for an expensive CLM purchase and implementation.**

Thanks, But I Will Migrate to SAP Ariba

If the contract lifecycle functionality of your Emptoris system is providing solid value, and you will achieve the same value with SAP Ariba, Seal can provide significant utility in the migration.

To optimize a CLM implementation, even when coming from an old one, the data fields must be fully populated with relevant and accurate information. Many companies will perform manual contract reviews to extract data, and then manually input the data into the fields in a new CLM. But, this can take many months and significant amounts of money.

Besides the cost, the real drawback to manual reviews is what happens when something in the business changes, and there is new information needed from thousands of contracts? With manual reviews, the whole process must be started over again.

Seal for Migration to SAP Ariba

Seal can ingest all the contracts in your current Emptoris CLM system, extract numerous elements of contract data, index, categorize, and enhance this data, and make it available for business users.

But, more importantly, Seal can automate the process to format and prepare the data for loading into your new SAP Ariba system. It also can perform this function for legacy contracts, including paper and image files, that perhaps did not make it into the Emptoris systems. The types of services Seal can provide in contract migration are shown below.

SEAL CONTRACT MIGRATION

1. ACCESS REPOSITORIES
2. OCR AND DISCOVER CONTRACTS
3. COPY CONTRACTS INTO SEAL REPOSITORY
4. CLEANSE AND CONSOLIDATE CONTRACTS
5. EXTRACT METADATA
6. ENRICH DATA
7. FORMAT AND EXPORT

Emptoris
AND OTHER FILE SHARES,
REPOSITORIES, AND LOCAL DRIVES

SAP Ariba

Using Seal will **maximize the value of the new SAP Ariba system** due to the rich contract data in the system. And, automating the process to populate the data means it will take less time, cost far less money, and minimize any business disruption when compared to manual data extraction and population.

> *"With Seal, we quickly transitioned our library of image files to text-searchable documents, extracted nearly 20 important metadata terms and clauses into the correct Ariba format, and loaded the documents and metadata into Ariba using Seal's powerful migration utility. We could not have achieved this herculean effort without Seal, and this work has been critical to the overall adoption of our Ariba implementation."*
>
> Ariba Lead, Multinational Oilfield Services Company

Seal For Ongoing Value

While Seal is the perfect solution for getting data into your SAP Ariba system, it provides a significant benefit with ongoing contract analytics and review. Customers with CLM will still find the need to dig into their contract portfolios to find data from time to time. It could be for a new regulation, an M&A event or divestiture, a data breach or lawsuit event, audit or risk assessments, or any number of reasons. But, when that happens, CLM is not designed to help you, but Seal certainly can.

And, using Seal as a centralized contract repository across the organization, the value is not just limited to one business function such as Procurement, but also applies to Sales, Legal, Finance, and the C-Suite.

While Seal is ideal for getting data into your SAP Ariba CLM system, we can also feed data to other business systems, including SAP Ariba Spend Analysis, Sourcing, Contract Management, Procurement, Supplier Management, and Supplier Network systems.

Conclusion

System migrations are never easy. So, now is the time to clearly understand what you are getting from your CLM, and what you need from your CLM. If you want a centralized repository to manage contracts, and clearly understand the terms, provisions, and obligations they hold, then Seal could be your solution.

If you want to manage the broader contract lifecycle, then perhaps a migration to SAP Ariba is in order. But, using Seal to help automate the data extraction, cleansing, and formatting to SAP Ariba, will save time, money, and ensure you are getting the most value from your new system.

> *"Seal cut our Ariba migration project down from 2 years to 92 days"*
>
> Ariba Lead, Multinational Oilfield Services Company

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