

# ARIBA & SEAL SOFTWARE

Better Together

## 01 - THE CHALLENGE

Implementing an Ariba or SAP contract management solution can integrate many upstream and downstream procurement functions, removing time and costs, reducing errors, and increasing spend under management. Those systems will also track contract metadata so you always know what terms, obligations, and legal exposure you are holding within your vendor community.

But... when implementing those systems, the challenge has always been getting all the necessary data from your existing vendor contract portfolio into the SAP Ariba systems that need it. Your vendor contracts may be spread across different repositories and stored in non-searchable file formats.

The first challenge is to just find all your vendor contracts, but then the second is to extract all the metadata. One solution can be to do manual reviews of contracts to extract the data and then load it into SAP Ariba, but that can take many months and significant amounts of money.

*“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

## 02 - THE SOLUTION

Seal is a Contract Discovery and Analytics solution that can find vendor contracts across multiple repositories and formats, bring 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 within the SAP/Ariba systems.

Seal aggregates the multiple repositories of contracts into a centralized location for easy searching and analysis. The packaged migration offering with Seal increases the speed and accuracy for extracting specific data out of legacy contracts, and then prepares it in the proper format for loading into your SAP Ariba system.

*“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 Lean, Multinational  
Oilfield Services Company

## 03 – SEAL MIGRATION SERVICES

Seal Software is a cloud or on-premises software solution, and we offer a packaged migration service for SAP Ariba customers called Seal Migration Services. This migration service packages the Seal Software, hosting (as needed), load utility, and services to make the contract migration into your SAP Ariba contract management system as fast and easy as possible.



## 04 – SEAL FOR ONGOING VALUE

While Seal is the perfect solution for getting data into your SAP Ariba system, it is also used by our customers as an ongoing contract analytics tools. Customers can teach Seal how to extract new terms from their agreements providing significant value across Procurement, Legal and Finance.

With the core data stored in an intuitive user interface, and the ability to search for new elements, this means if there are changing regulatory mandates, concerns about lawsuit or data breach, or you just need to search your portfolio of contracts for any kinds of terms or provisions, Seal helps you do that quickly and efficiently.

## 05 – SUMMARY

Seal is ideal for getting data into your SAP Ariba system and for ongoing analysis. We feed the data that powers the SAP Ariba Spend Analysis, Sourcing, Contract Management, Procurement, Supplier Management, and Supplier Network systems. Seal benefits include:

- Finding contracts across an organization and creating searchable documents
- Extracting and indexing contract terms, making contracts easily searchable for business users
- Identifying the specific data needed for the Ariba/SAP platform
- Speeding the loading of accurate and complete contract data with validation (30%+ faster loading)
- Breaking down the barriers to adoption and rollout of procurement and contract management systems
- Supporting M&A, regulatory, audit, risk, compliance and other use cases on an ongoing basis

### CONTACT US:

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