



## Trusted by Leaders in the Manufacturing, Automotive and Distribution Industries



**3M** needed a system to increase visibility into contract rights and obligations, reduce contract cycle times for routine requests like NDAs and increase pricing compliance through contract standardization. The company selected the Icertis Contract Management (ICM) platform to increase contracting velocity and enable self-service for their 40,000-member sales team while ensuring that discounts and rebates offered aligned with company standards.



**ABB** needed to increase its contracting velocity by reducing the time that strategic procurement contracts sat at each internal stage, and get better visibility into expiry and renewal dates. After implementing the Icertis platform, ABB was able to bring the average cycle time down from 24 days to 4.

Daimler AG

**Daimler** selected the Icertis Contract Management (ICM) platform to standardize procurement operations across the 400,000 suppliers in their passenger car, commercial vehicle, and financial services divisions. The company chose the ICM platform because of its ease of use, ability to address every phase in the contract lifecycle, and seamless integration with third-party systems that support the entire procurement process.



**BASF** wanted to replace a legacy contract management system that wasn't keeping pace with their requirements and consolidate their global operations on a single platform. BASF chose Icertis' intelligent, cloud-based platform due to its intuitive user interface and ability to support all types of contracts across the global enterprise. With the ICM platform, BASF will have the ability to easily create and modify workflows, automate its contracting processes and ensure greater visibility into contractual obligations and deviations.



**ValLEN** had a "homegrown" contract management system that was labor intensive with poor visibility. They needed a system that would standardize the contract management process, allow them to easily track open contracts in progress, and eliminate individuals from committing to liabilities without approval. Icertis helped them establish an approval workflow, reduce turnaround time, and improve contract compliance while increasing visibility into vendor commitments.



**Wabash National** needed to replace its homegrown system with a contract management solution that was intuitive, easy to adopt, and compatible with existing internal workflows and processes. With the Icertis platform, Wabash streamlined and fully automated their procurement contracting workflow to increase efficiency and improve supplier performance.



See how easy and intelligent cloud-based, enterprise-wide contract management can be. Request an Icertis demo at:

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**icertis**<sup>™</sup>  
Applied Cloud

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Icertis, the leading provider of enterprise contract management in the cloud, solves the hardest contract management problems on the easiest to use platform. The Icertis Contract Management (ICM) platform is used by 750,000+ users at companies like 3M, Daimler and Microsoft to manage 2.5+ million contracts in 40+ languages across 90+ countries.