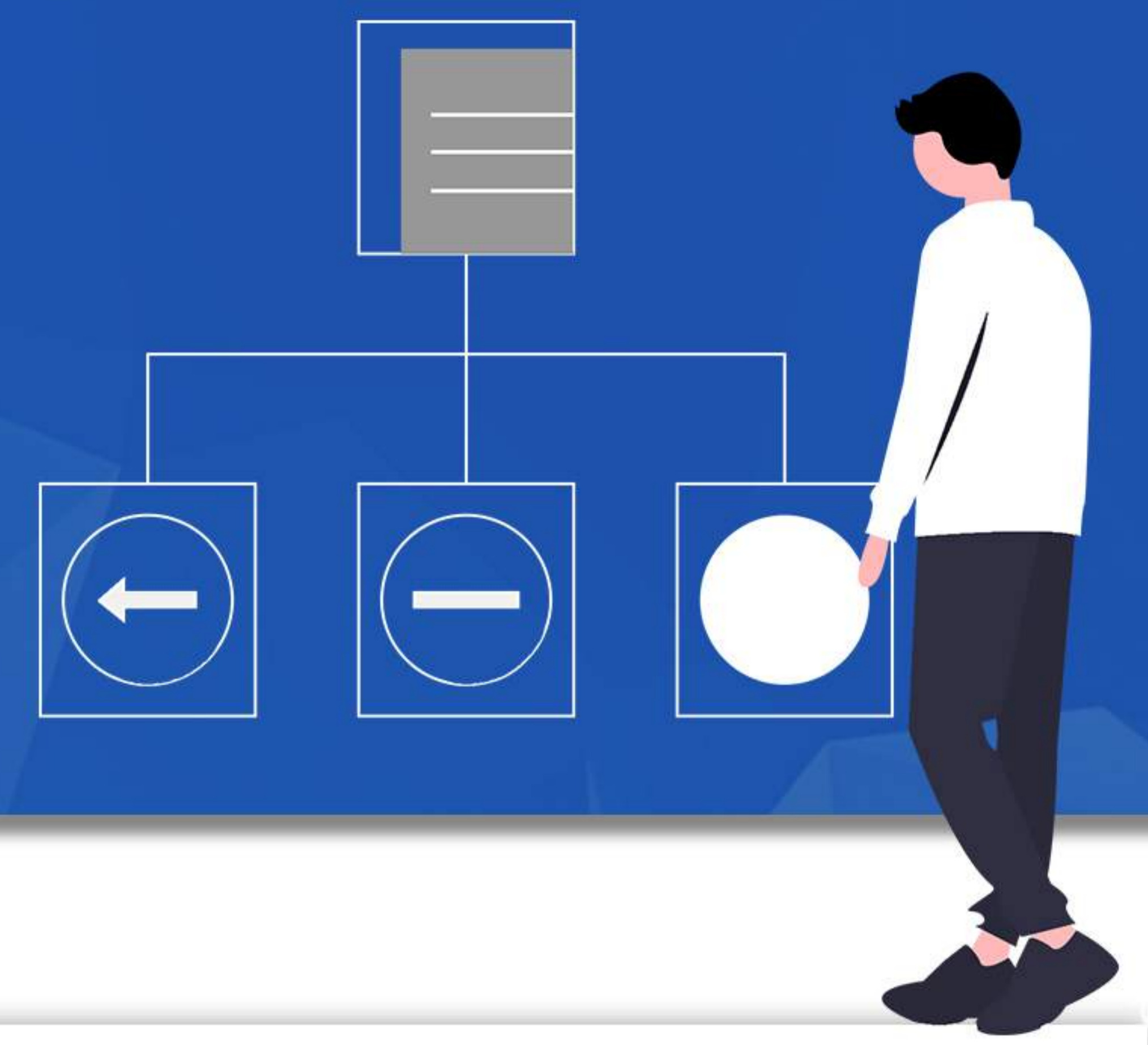# Contract Management Needs Hierarchy

Understand different levels of CLM Needs in the marketplace

Level #1 — Standalone Electronic Filing of Contracts

Pain Points

Fragmented contract management

Inability to quickly find and access the contracts you need

- Single, well-organized, centralized Repository
- 360-degree page view of contract portfolio
- Find contract records, documents or counterparties with a simple and quick keyword search

Solution level: Departmental

Level #2 — Contract Legal & Workflow Automation

Pain Points

Lack of collaboration during negotiation and approvals

Inefficient contract lifecycle processes

- Multi-step conditional routing of contracts
- Track legal approvals and contract progress
- Escalate, delegate tasks and to-dos

Solution level: Departmental/Multi - Departmental
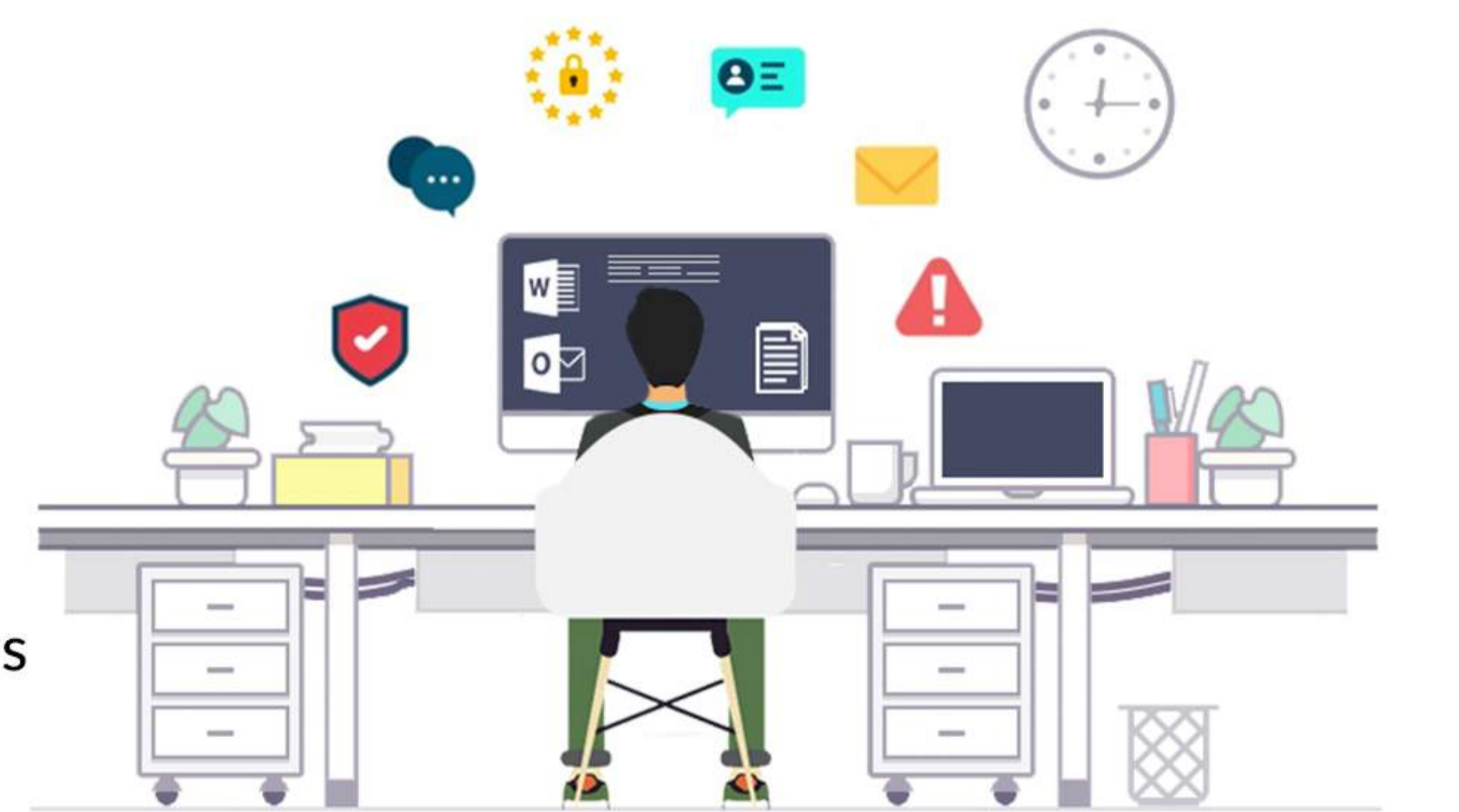
Level #3 — Self Service Contract Management

Pain Points

Tedious contract creation process

Prolonged contract lifecycle

- Outlook and Word add-in for faster contract creation
- Clause and template automation for self-service
- Scale your CLM with key integrations on multiple platforms like ERP, CRMs, etc.

Solution level: Departmental/Multi - Departmental

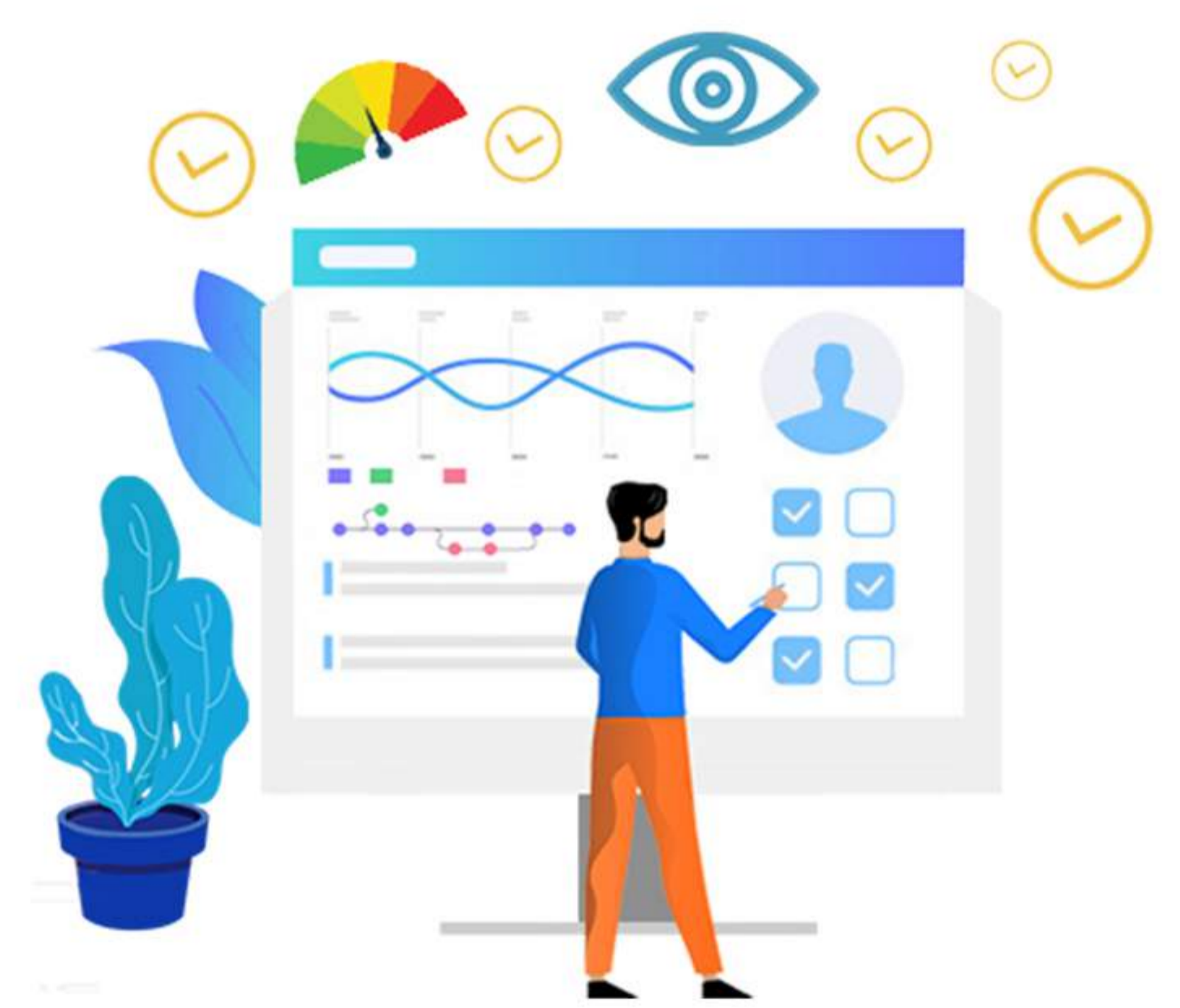### Level #4 — Improved Compliance & Performance Management

Pain Points

Poor conformance with regulations

Poor visibility into contract data

- Separate governance areas for better visibility and risk management
- Performance tracking and KPI of your contracts
- Smarter contract reporting, versioning, and change management

Solution level: Enterprise-Wide

Level #5 — Advanced, Intelligent Systems & AI

Pain Points

Error-prone contract processes

Long cycle times

- Deeper insights to key contract metrics with advanced tech
- Streamline contract authoring and automation with AI
- Extract key activities and details of the entire contract lifecycle to improve decision making

Solution level: Enterprise-Wide

Why eContracts?

eContracts is an intelligent cloud-based Contract Management software developed on the Azure cloud platform. It supports end-to-end contract lifecycle process automation and provides deep, seamless integration with the Office 365 product suite.

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