EVISORT

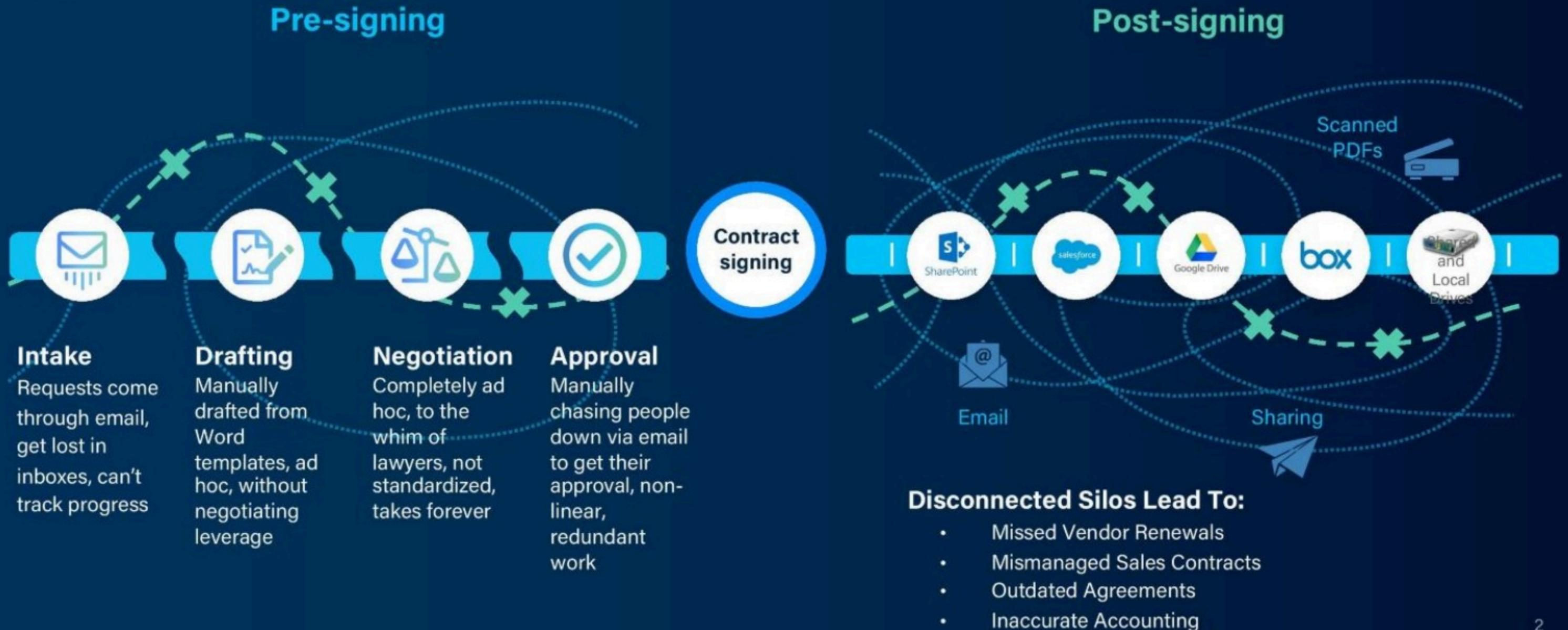**Intelligent Contract Management**

2021 Overview

Current Contract Operations Are Highly Manual, Risky, and Expensive

Pre-signing

Post-signing

Scanned PDFs

Contract signing

SharePoint · salesforce · Google Drive · box · Shared and Local Drives

Email

Sharing

Intake
Requests come through email, get lost in inboxes, can't track progress

Drafting
Manually drafted from Word templates, ad hoc, without negotiating leverage

Negotiation
Completely ad hoc, to the whim of lawyers, not standardized, takes forever

Approval
Manually chasing people down via email to get their approval, non-linear, redundant work

Disconnected Silos Lead To:
- Missed Vendor Renewals
- Mismanaged Sales Contracts
- Outdated Agreements
- Inaccurate Accounting

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2

Current Contract Operations Are Highly Manual, Risky, and Expensive with Multiple Systems

Pre-Signing	Contract Signed	Post-Signing

This **slows down deals** and provides no transparency to the process

Mismanagement of contracts **drive costly mistakes** and missed opportunities

A **5th System of Engagement** in Business Contract Management

CRM	ERP	HCM	Finance/ Accounting
salesforce	SAP Ariba / ORACLE	workday	NETSUITE / coupa

CLM could unify documentation across the 4 other systems

| Intelligent Data | Contract Repository | EVISORT | Workflow | Reporting |

Legal Tech is a **Quickly Growing, New, Massive Market**

Enterprise
content
management
$49B
CAGR 16.5%[1]

DocuSign®

Market Cap
$41B

80%
of companies
yet to adopt
CLM system[2]

1 https://www.marketresearchfuture.com/reports/enterprise-content-management-market-3915

2. Gartner Market Guide for CLM (G00278707) estimating adoption at 20% for mid-size companies and 1.4% across all US companies

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80% of Companies Do Not Have a CLM Because Traditional Solutions Fall Short

Gen 1	
Legacy	
Overview	Heavy, pro services, > 1 year implementation, >7 fig ACV, low NPS
Segment Focus	Fortune 100
End to End?	Yes
Manual Data Entry Required?	Yes

Gen 2	
SaaS	
Overview	Lightweight, workflow focused, point solutions
Segment Focus	SMB/Mid-Market
End to End?	No
Manual Data Entry Required?	Yes

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Evisort's No-Code, AI Platform Redefines The CLM Category

Contract Workflow
System of Engagement

Contract Signing

Contract Management
System of Record

Software Features

- ✓ Contract Generation
- ✓ Approval Workflow
- ✓ Negotiate With 3rd Parties
- ✓ Integrate with eSigning

- ✓ Contract Repository
- ✓ Intelligent Data
- ✓ Management
- ✓ Reporting

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Use Cases

- ✓ Sales
- ✓ Vendors
- ✓ Leases
- ✓ Loans
- ✓ Employment

- ✓ Legal
- ✓ Sales
- ✓ Privacy
- ✓ Procurement
- ✓ Infosec

- ✓ Procurement and Supply Chain Management
- ✓ Customer Success
- ✓ Sales Renewals
- ✓ Lease Management

EVISORT

Evisort Creates a Very Compelling "AHA" Moment

Centralizes data
across different systems

Automatically extracts key
data from contracts

Deep, contextual insights
available across org

230+ Document Types

50+ Provisions, Clauses & Metadata

We **Do** What Enterprises Actually Want

1

Fast implementation and quick time to value

(weeks, not months, and no heavy professional services)

2

AI to automate manual data entry and remove expensive human review

3

Configurable end-to-end workflow to minimize need for multiple tools/integration

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