

# Sirion: The AI-Native Contract Lifecycle Management Platform



## What Is a CLM Platform?

If you're looking at contract lifecycle management (CLM) solutions, you might be wondering: what is the contract lifecycle?

At Sirion, we understand that the purpose of CLM is to protect value by mitigating risk in your business agreements. That's why effective contract management starts before you even get to the negotiating table.

There are several key challenges that enterprise teams need to overcome before they can get the most out of every phase of CLM, however.

**To minimize contract risk and maximize contract value for your business, you need to understand the contract lifecycle, the challenges that prevent businesses from realizing contract value, and how to select a CLM solution that will help you overcome those challenges.**



# The Contract Lifecycle

## Store

Before businesses can effectively protect their existing contractual rights or optimize their new contracts, they need to know where all of their contracts are and what's in them.

### Goals

- Gather all of the organization's existing contracts in one place
- Put every new contract in that same place
- Understand and keep track of what's in all of those contracts

### Challenges

- Scattered contracts
- Limited access to contract data, even when they're stored in one place



## Create

Teams create value by negotiating contracts that protect the business's interests in its dealings with third parties — or they protect the business by walking away without a deal, if the risks of an agreement outweigh the benefits.

Managing contract risk and creating value start before teams even get to the negotiation table. To maximize negotiation effectiveness across functional silos, enterprise legal teams need to establish and enforce organizational standards.

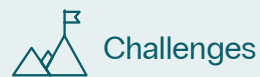


### Before negotiation

- Set the stage for successful negotiations
- Create guardrails by streamlining and automating contracting processes
- Establish guidelines with standardized policies and Legal-approved templates
- Align different business functions on a unified approach to all things contracting

### During negotiation

- Determine whether the opportunity is good for the business
- Get a contract with favorable terms signed ASAP if it's a fit
- Walk away if it isn't, without wasting time on unproductive negotiations



- Lack of insight into what has worked in the past and what hasn't
- Inconsistent standards and disjointed processes across functional silos
- Difficulty navigating counterparty templates
- Process bottlenecks and limited data on what's causing them
- Lack of a clear chain of command

## Manage

After signing a contract, businesses capture that value by managing contractual obligations and protecting their contractual rights.



- Enforce contractual rights to ensure the company gets what it's owed
- Keep the company compliant with its own contractual obligations
- Stay compliant with external regulations
- Identify and nurture profitable business relationships while phasing out the rest
- Provide stakeholders with information about business deals for financial planning, auditing, and other strategic initiatives
- Leverage insights from past deals to optimize future agreements with improved processes and policies



- Contract breaches, potentially on both sides of the table
- Lost revenue, wasted spend, and other operational risks arising from unfulfilled obligations
- Gaps in regulatory compliance
- Lack of data on performance relative to contract promises
- Missed renewal and termination deadlines
- Difficulty seeing and sharing the big picture of the business's relationships



# Sirion: The AI-Native, End-to-End CLM Platform

Accessible contract data and consistent contracting processes are key to effective contract management. That's why Sirion provides one comprehensive, AI-native CLM platform to help enterprise teams mitigate risk and maximize value throughout every phase of the contract lifecycle.

## Store

Establish a single source of contract truth. Centralizing and extracting all of the organization's contract data with Sirion's powerful AI helps teams ensure consistency, accuracy, and accessibility, providing legal and business teams with a secure, unified repository that serves as the authoritative source for contract information.



### File repository

Make every contract in the business's portfolio easily accessible in one secure, central location.



### AI digitization and extraction

Turn contracts into interactive sources of business insight — whether they're PDFs, price tables, or handwritten notes, and even if they're written in different languages.



### AI Studio

Adapt your contract ecosystem to your organization's unique needs. The more contracts you put in your CLM, the more it learns about the nuances of your industry and your business.



### Out-of-the-box integrations

Automatically synchronize contract data between your contract repository and the rest of your enterprise IT ecosystem, including cloud storage, enterprise resource planning (ERP), customer relationship management (CRM), and procure-to-pay (P2P) systems.







### Access control

Keep sensitive information safe with robust access controls that enable authorized users — and no one else — to gain secure access to the precise documents they need, anytime, anywhere.

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### Conversational search

Instantly locate and visualize data from across your entire corpus of contracts — or any individual contract in your repository — with intuitive, natural language queries.

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### Template library

Create a custom library of Legal-approved contract and clause templates, including accepted variations and guidance on when to use them.





## Create

### Workflow Management

Customizable workflows help teams standardize and streamline contracting processes across functional silos. Workflow automation accelerates contract creation and approval while minimizing errors and bolstering adherence to internal policies, promoting a structured, efficient approach to contract negotiation and creation.



#### No-code workflow builder

Create automated workflows custom-tailored to each team's unique business needs, using simple, drag-and-drop tools to configure stages, sequences, transition logic, tasks, and approval hierarchies.



#### Template builder

Establish a library of Legal-approved contract and clause templates, including acceptable variations and guidance on when to use them. Sirion's AI makes it fast and easy to locate every clause of a given type across your entire portfolio, regardless of labeling.



#### Workflow automation

Establish a clear chain of command with automated handoffs for each stage of contract drafting, review, and approval.



#### Conditional workflows

Configure conditional workflows to trigger in response to specific conditions, using prebuilt and customizable rules.



### Automated approvals

Enable authorized users to auto-approve simple agreements following fulfillment of predefined thresholds such as contract type, value, and required clauses.

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### Workflow analytics

Gain actionable insights into contract lead times, document queues, aging cycles, and process bottlenecks, so you can iteratively improve your organization's contracting operations.

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### Regulatory compliance

Codify regulatory requirements directly into your contract and clause templates.





## Contract Negotiation

Seamless collaboration, deep understanding of past deals, and standardized contracting processes are the keys to consistently negotiating successful deals and minimizing contract risk up front. Sirion brings together process automation and real-time, AI-powered data extraction from existing contracts and counterparty templates. This streamlines the negotiation process and empowers teams with insights into past negotiations, enabling informed decisions.



### Self-service contract requests

Empower business teams to generate first drafts using legal-approved templates with just one click, speeding up contract creation and review while enforcing internal policies. Works for both simple agreements and complex contract packages that contain a hierarchy of documents (e.g., a master service agreement paired with a statement of work).



### Online editor and Microsoft Word plugin

Draft and edit contracts collaboratively with native chat, user tagging, built-in version control, concurrent redlining, and auto-reconciliation of clauses, whether you prefer to work in your CLM or in Word.



### Clause library

See preferred, fallback, and walk-away clause variations directly within MS Word or the online editor or quick insertion or replacement of clauses.



### AI insights

Identify risks in real time, including deviations from preferred positions and missing clauses in counterparty templates. Leverage insights about your organization's prior contracts and performance to inform ongoing and future negotiations.



### AI Contract Review and Redline

Quickly identify and remediate risks in contract drafts with AI-generated risk summaries and redline suggestions powered by your custom playbooks.



### Microsoft Outlook plugin

Locate, manage, and send contract drafts for review and approval directly from your email inbox.



### Process automation

Streamline negotiations by automating handoffs between drafters, negotiators, and reviewers.

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### Automated alerts

Set up automatic alerts and notifications for upcoming deadlines and reminders for overdue tasks.

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### Built-in version control

Automatically keep all negotiators on the same version of a contract. Maintain a detailed history of edits, allowing authorized users to review and revert to previous versions.

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### Complete document history

Compare different versions of a contract with highlighted changes to gain a quick understanding of modifications made over the course of negotiation. Create comprehensive audit trails that log all actions and edits made to the contract, ensuring transparency and accountability.

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### Auto-approval

Enable automatic approval of simple contracts containing preapproved terms.

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### Trigger-based approval processes

Set up threshold-based triggers to automatically send non-standard or risky contract provisions to designated reviewers.

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### E-signature

Automatically send approved contracts to the correct recipients for signature with leading e-signature tools including DocuSign and Adobe Sign.



## Manage

Sirion provides comprehensive tools for overseeing and enforcing both the organization's and counterparties' contractual obligations, including robust term tracking, contract analytics, and reporting. These tools help enterprise teams effectively monitor contract performance, fulfill every commitment, and secure what the business is owed from counterparties.



### Performance monitoring

Monitor and track your company's own performance and supplier performance against contracted milestones, deliverables, internal policies, and regulatory requirements with customizable, automated dashboards.

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### AI insights

Quickly get answers to business questions about the company's current contractual obligations and rights, whether within one specific agreement or across the entire contract portfolio.

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### AI-driven risk mitigation

Pre-emptively identify sources of value leakage based on historical data using AI-based predictive models.

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### Alerts

Set up automatic alerts for upcoming deadlines and reminders for overdue tasks.

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### Analytics and reporting

Get actionable insights into process bottlenecks, aging, and cycle times to improve your contracting operations.

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### Regulatory compliance

Keep business teams apprised of their obligations to ensure ongoing compliance.

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### Contract remediation

Quickly identify and replace outdated terms across your entire contract portfolio in response to regulatory shifts with AI search and bulk editing.



### Contract audits

Instantly identify all relevant contracts in your repository in response to audits and other time-sensitive requests for documents and information.



### **Integrations**

Sync buy-side and sell-side contract data with procurement and customer relationship management (CRM) systems, respectively, to facilitate analysis and obligation management.

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### **Service-level management**

Compute service-level credits and earn-backs, and automatically factor them into invoices.

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### **Automated invoice reconciliation**

Align contractual obligations, including payments and penalties, directly with the appropriate invoice line items.

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### **Automated spend tracking**

Enhance visibility into spending with automated tracking of actual spend within different types of spend pools.

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### **Supplier risk monitoring**

Proactively mitigate operational disruptions and buy-side disputes by monitoring supplier performance against contracted key performance indicators including service levels, deadlines, milestones, financial metrics, and supplier performance trends.

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### **Revenue operations**

Keep customers happy and prevent sell-side disputes by keeping customer-facing teams on top of their contractual obligations. Align billing, invoice management, and accounts receivable with contract terms to collect earned revenue.

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### **Invoice generation**

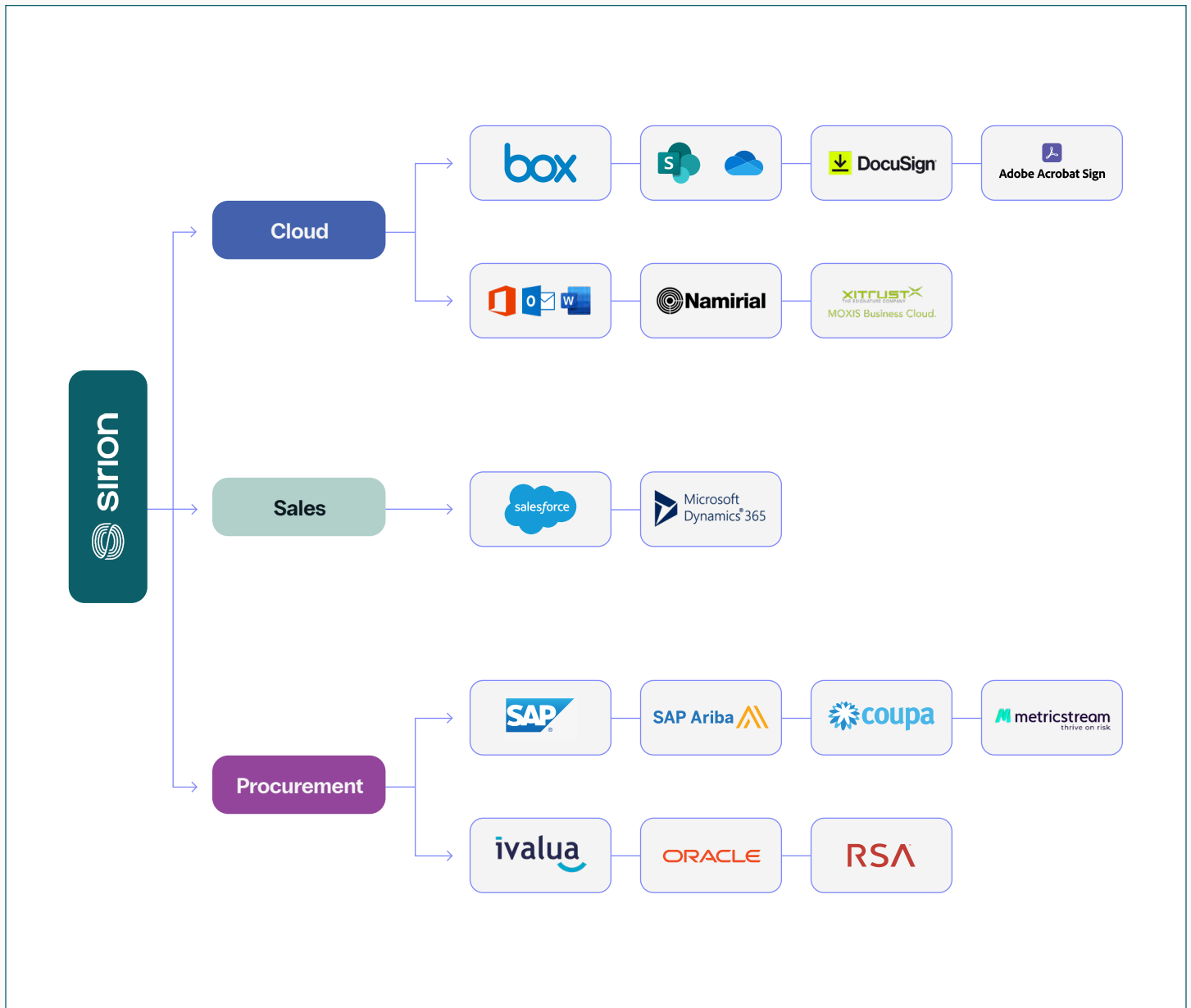
Generate accurate invoices based on contractual performance data to capture revenue and reduce days sales outstanding (DSO).





## Integrations

Seamless integrations with essential business systems create a cohesive ecosystem where contract data automatically syncs across functional silos, facilitating collaboration between legal, sales, procurement, and other vital business teams.





## Get Started

Ready to take the next step on your contracting journey?  
See Sirion in action to learn more about what you can  
accomplish with our AI-native, end-to-end CLM platform.

[Schedule a Demo](#)



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