

# A buyer's guide to software for contract management

Company	Description of software
<b>Ariba</b> Sunnyvale, Calif. <a href="http://www.ariba.com">www.ariba.com</a>	Ariba contracts promise to deliver value throughout the contract lifecycle. Configurable contract creation workflows, with deep integrations to MS Word, streamline collaboration, negotiation, and approval. Robust repository capabilities, with proactive alert notifications, provide visibility into all contracts. Compliance-management tools, with real-time transactional compliance, help maximize the value of contracts and eliminate inefficiency in transaction approval and reconciliation.
<b>diCarta</b> San Carlos, Calif. Tel: (650) 474-3800 Fax: (650) 474-3888 <a href="http://www.dicarta.com">www.dicarta.com</a>	diCarta Contracts is a comprehensive tool for managing supplier contracts throughout the procure-to-pay cycle. The tool's functionality spans from contract creation and negotiation, to obligation management and compliance enforcement, through contract reporting and analysis. With its software, diCarta says "purchasing operations are able to reduce spending and increase supplier compliance through use of contracts to drive day to day operations."
<b>E lance</b> Mountain View, Calif. Tel: (650) 316-7500 Fax: (650) 316-7501 <a href="http://www.elance.com">www.elance.com</a>	E lance Enterprise helps improve the way companies buy and manage external resources and outsourced services. E lance says that organizations that deploy its Enterprise application may reduce the cost of external services by 8% to 17%; achieve compliance with policies, processes and contract terms; and track and improve supplier performance.
<b>Emptoris</b> Burlington, Mass. Tel: (781) 993-9212 Fax: (781) 993-9213 <a href="http://www.emptoris.com">www.emptoris.com</a>	Module helps maximize negotiated savings by optimizing management of contracts from creation and execution through monitoring, analysis and renegotiation.
<b>Frictionless Commerce</b> Cambridge, Mass. Tel: (617) 495-0180 Fax: (617) 495-0188 <a href="http://www.frictionless.com">www.frictionless.com</a>	Frictionless SRM's contract management module enables users to gain control over the contract generation and management process—providing a single contract repository, automated management, contract and clause templates and visibility into spend to achieve compliance. The module also matches contracts with spend transactions captured in e-procurement and ERP systems to analyze off-contract spending.
<b>Global eProcure</b> Clark, N.J. Tel: (732) 382-6565 Fax: (732) 382-6363 <a href="http://www.globaleprocure.com">www.globaleprocure.com</a>	eSourcing/eProcurement provides a complete range of spend management applications, including automated spend analysis and reporting, eRFx and eAuctions, vendor management tools, contract management, eProcurement, project management and procurement outsourcing to Global 2000 and public sector clients.
<b>I-many</b> Edison, N.J. Tel: (800) 832-0228 Fax: (732) 516-2619 <a href="http://www.imany.com">www.imany.com</a>	ContractSphere Enterprise Contract Management software offers purchasing operations an end-to-end solution—from pre-contract processes and contract management to transaction compliance. It provides companies with visibility and control needed to manage any type of commitment—from contracts and obligations to payments and collections.
<b>Ketera</b> Santa Clara, Calif. Tel: (877) 486-4340 <a href="http://www.ketera.com">www.ketera.com</a>	An on demand offering, Ketera Contract Management helps cut costs by bringing maverick spend under control through a single repository and system, decreasing cycle time and enforcing contract compliance. This offering supports the entire contract management life cycle and converts terms and transactional data into interactive, actionable reports for compliance management.
<b>Nextance</b> Redwood City, Calif. Tel: (650) 716-2400 Fax: (650) 716-2399 <a href="http://www.nextance.com">www.nextance.com</a>	Nextance provides contract performance and analytics tools that leverage information about customer, supplier and partner relationships that usually remains hidden inside enterprise systems or is difficult to work with, such as risk-related clauses and terms, service level agreement language, and performance- or milestone-based contracts. The software helps realize improved financial performance and predictability, protect against legal and financial risk and drive stronger compliance and corporate governance across the enterprise.

Company	Description of software
<p><b>Oracle</b>  Redwood Shores, Calif  Tel: (800) ORACLE1  <a href="http://www.oracle.com">www.oracle.com</a></p>	<p>Oracle Procurement Contracts is an enterprise application that creates and enforces better purchasing contracts. With Oracle Procurement Contracts customers can standardize contract processes, reduce time to contract, and drive compliance. Procurement Contracts is a key component of Oracle® Advanced Procurement, the integrated suite that the company says dramatically cuts all supply management costs.</p>
<p><b>Procuri</b>  Atlanta, GA  Tel: (877) 360-1600  Fax: (404) 720-1220  <a href="http://www.procuri.com">www.procuri.com</a></p>	<p>Procuri TotalContracts helps streamline the deal-to-contract life cycle—from contract request through creation, negotiation, approval and execution—enabling organizations to negotiate and execute the best deal on their terms, and on their standard forms. With the tool, they can negotiate terms, track agreements and comply with corporate standards.</p>
<p><b>PTC</b>  Needham, Mass.  Tel:(781)370-5000  <a href="http://www.ptc.com">www.ptc.com</a></p>	<p>Windchill has a range of supplier lifecycle management capabilities spanning supplier approval processes, contract management, supplier/manufacturer relationships, as well as managing critical regulatory compliance aspects associated with supplier management. Specific areas of support include capability to manage all contract documents associated with suppliers, including the respective lifecycle states of the contracts.</p>
<p><b>SAP</b>  Palo Alto, Calif.  Tel: (610) 661-1000  <a href="http://www.sap.com/solutions/business-suite/srm/index.epx">www.sap.com/solutions/business-suite/srm/index.epx</a></p>	<p>mySAP Supplier Relationship Management is a purchasing platform that helps companies integrate all supply processes to achieve sustainable savings. By closing the loop between sourcing and procurement, mySAP SRM also establishes a long-term foundation to secure the cost and quality advantages of center-led purchasing.</p>
<p><b>Selectica</b>  San Jose, Calif.  Tel: (415) 633-2409  Fax: (415) 633-2410  <a href="http://www.nextance.com">www.nextance.com</a></p>	<p>Leveraging OnDemand delivery and collaborative implementation services, Selectica's Enterprise Contract Management Solutions offer a pragmatic, risk-free approach, according to the company. It provides configurable, self-service solutions for aggregating contract information, accelerating lifecycle processes, enforcing contract compliance and managing essential partner/vendor/customer relationships.</p>
<p><b>Upside Software</b>  Edmonton, Canada  Tel: (780) 702-1432  Fax: (780) 702-1438  <a href="http://www.upsidesoft.com">www.upsidesoft.com</a></p>	<p>UpsideContract is a Web-based, enterprise-class contract management tool providing full contract lifecycle management functionality—including collaborative, template-based contract creation and negotiation, performance, compliance and risk management, amendment and renewal processing and event management.</p>
<p><b>UGS</b>  Plano, Texas  Tel: (972) 987-3000  <a href="http://www.ugs.com">www.ugs.com</a></p>	<p>Teamcenter, an enterprise-wide product lifecycle management product that helps procurement to track supplier performance to contract. The software provides a gateway to more supplier-collaboration products.</p>
<p><b>Verticalnet</b>  Malvern, Pa.  Tel: (610) 240-0600  Fax: (610) 240-9470  <a href="http://www.verticalnet.com">www.verticalnet.com</a></p>	<p>Verticalnet Contract Manager provides tracking, management and negotiation capabilities to optimize contractual supplier relationships and contract compliance and performance.</p>