

# Contract Optimization and Data Analytics



When **Artificial Intelligence** meets **Human Intelligence** for better decision making

Exigent's **Contract Optimization and Data Analytics** is an advisory service that combines contract management with artificial intelligence, finance, audit, data analytics and commercial acumen to help the C-suite to make smarter business decisions.

## Let Exigent help you boost your ROI with reduced costs and increased profit

### Increased profit



#### Revenue

- 12% increase in revenue realized from existing customers
- Sales cycle time reduced by 15% through an efficient workflow process

#### Profit

- 7% Contribution to profit through commercially-driven contract strategy

*Examples of real life case studies anonymised*

### Decreased costs



#### Costs

- Opportunities to recoup costs from suppliers for costs already paid
- Take better advantage of volume discounts, rebates and other incentives. Reduce your company's spend by millions of dollars
- Efficiently pursue cost recovery opportunities without incurring high outside legal costs

#### Risk

- Reduced your overall costs for years to come through contract data analysis
- Prevent or stop revenue leakage by 3%



## What is Contract Optimization?

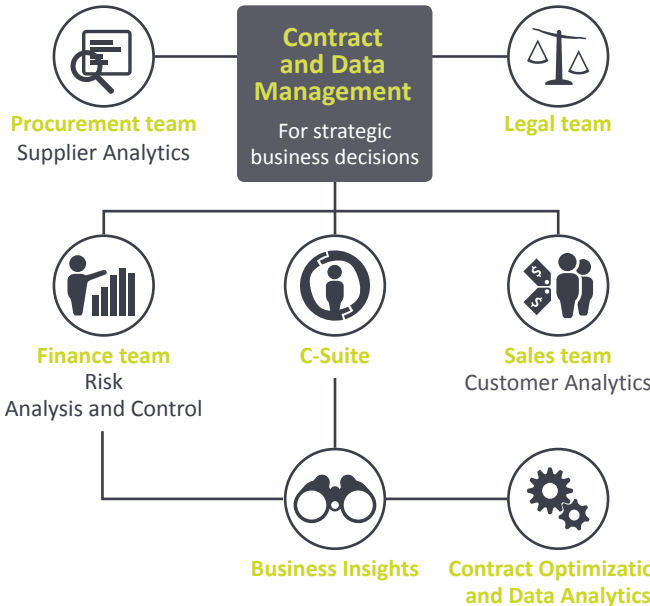
It starts with a shift in mindset: when you start treating your contracts like assets (and not like just a pile of papers in your drawer), you are taking the first step towards improving business performance through contract optimization. Building on obligation and risk management best practice, contract optimization adds a layer of ingenuity through a mix of audit, financial and data analytics skills, empowering businesses to make more informed decisions on key areas like supplier performance, cost recovery and overall profits.

Designed for CEOs, CFOs, Chiefs of Procurement, and General Counsels, Exigent's Contract Optimization service uses a proprietary methodology to provide a bespoke service for maximum ROI. It includes:

- contract management
- audit skills
- financial expertise
- technology, including Artificial Intelligence, Exigent's proprietary software and integration with other systems
- commercial acumen
- data analytics and visualization

## Who can benefit from Contract Optimization and Data Analytics

For supplier performance, supplier evaluation, optimizing negotiations and own procurement team performance evaluation



For obligation management, risk mitigation and contract management best practice

To prevent or stop revenue leakage, improve asset utilization, cost savings, pursue cost recovery strategy, increase profit on bottom line

- Improved return on investment in customer relationship management (CRM) from analysis focused on customer contracts and actual results
- Maximizing revenue and improving client satisfaction through analysis of contract offerings vs actual delivery

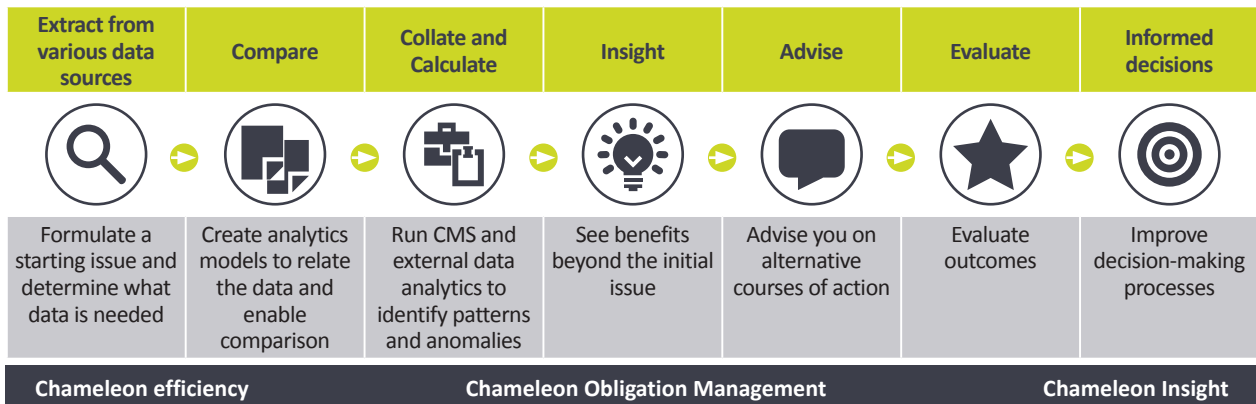
## What you can achieve with contract optimization

- Identify trends, gaps and data outliers that may point to further opportunities for performance improvement, cost recovery, savings and loss mitigation.
- Enable your contracts to be a foundation for building stronger relationships with customers, suppliers, strategic partners and investors.
- Improve contract drafting to take advantage of cost recovery opportunities.
- Make better procurement decisions: from choice of supplier to payment terms with existing suppliers and customers.

## How to optimize your contracts

We truly believe your contracts can take you to a better place, commercially, financially and legally. So we offer our contract optimization service on a gain sharing basis: qualifying organizations can harness the power of Exigent’s human and artificial intelligence without paying a fee, but sharing part of the irrefutable benefits that derive from contract optimization.

We work with you to:



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