

Contract Management

Overview Presentation



What's At Stake?

Spend under management
67.4%
For the average enterprise in 2022⁽¹⁾

~ **20%**

attempted to monitor or calculate the costs or overall benefits associated with contract management⁽²⁾

Contract compliance has shown that every non-compliant dollar of spend costs the enterprise an extra **12% to 18%**.⁽³⁾

70% of
Time and cost occur during contract performance⁽⁴⁾

(1) Ardent Partners, CPO Rising, 2022

(2) Deloitte and WorldCC, When technology meets humanity: The future of contract management, February 2021.

(3) Ardent Partners', Procurement Metrics that matter in 2022

(4) Better Contracts. Faster Contracts. Eliminating the Friction Points in Contracting, World Commerce & Contracting research report, December 2020.

Fully Realize The Value Of Your Negotiated pricing & Terms

Reduce contract administration workload

Get 360° visibility into the contract lifecycle

Avoid fines & penalties by adhering to contract terms

Ease process alignment with standardized workflows

Make sure employees are buying of purchase contracts

Ensure on-time contract renewal & minimize service disruptions



It All Starts With Negotiation

Access Everything You Need To Obtain The Best Contract Terms



Never Again Feel Like You Don't Have A Foundation To Stand On When Negotiating With Suppliers

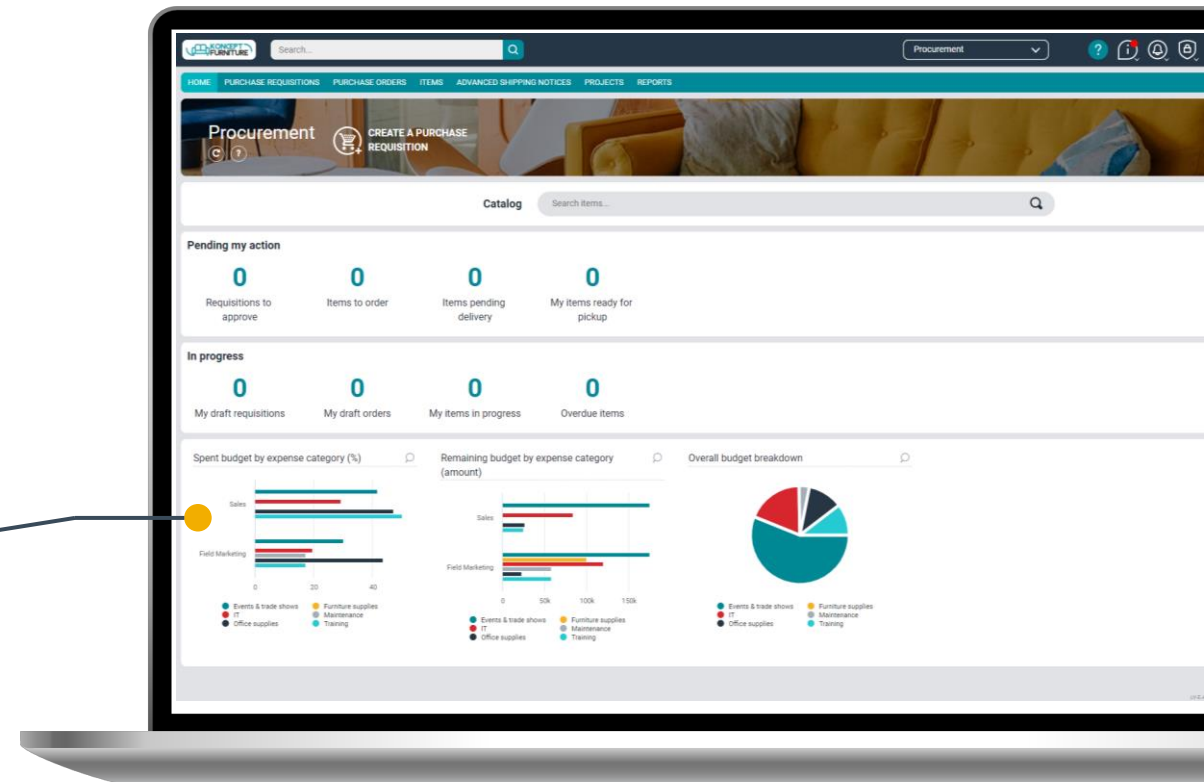
Easily Access All Data You Need To Support Your Negotiations



Know how much you spent per supplier



Know how much you spent by category

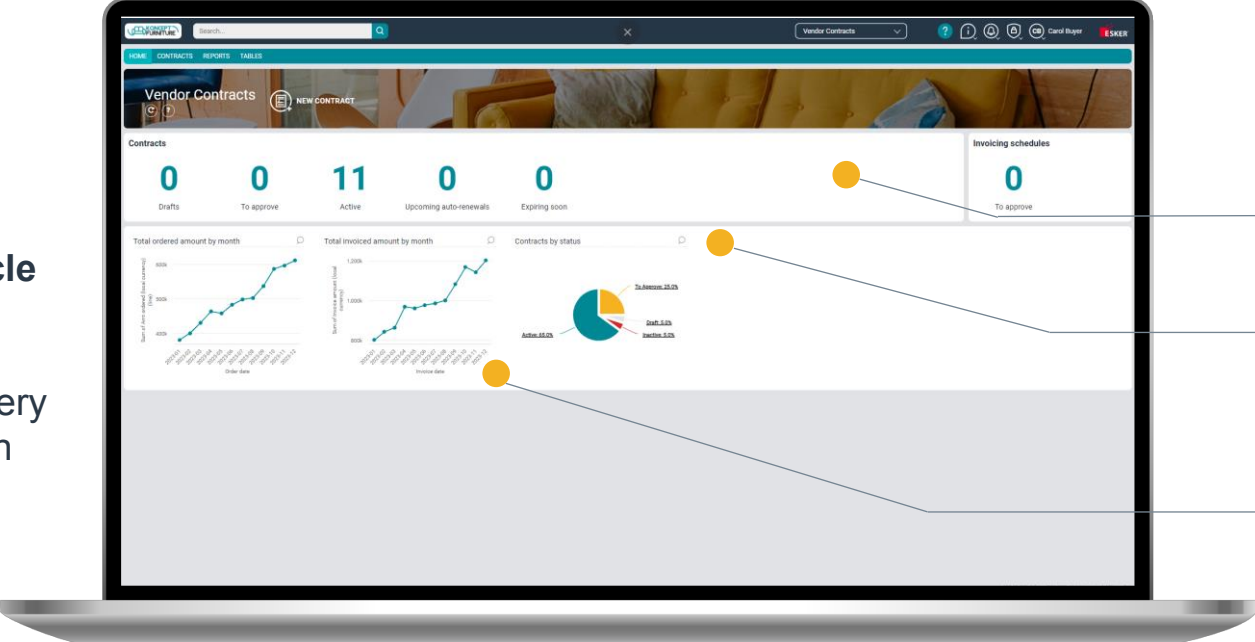


Maximum Visibility, Minimum Risk

View & Manage Contracts In A Single, Centralized Repository



throughout the contracts lifecycle
from creation to expiration and every stages in between



Key metrics, visible at-a-glance, enable you to always know where you stand

All your contracts are just a click away

Clear graphs & reports allow you to monitor your activity & reduce bottlenecks



Easily Follow-up contract approval status



Quickly Retrieve What You Need with Esker's multi-criteria search engine



Never Miss A Renewal Date thanks to automatic reminders



Terminate Contracts that are no longer relevant to your business

Maintain Process Control

Ensure Unified & Secure Contract Management

ESKER CONTRACT PROCESSING PAGE

Review & Approve contracts created with configurable & intelligent workflows



Restrict Visibility & Access to documents by defining user & profile rights



User	Role	Date	Comment
Carol Buyer	Contract author	6/6/2023 10:40:08 AM	
Kevin Legal	Approver		



Track & Monitor any action performed on a document (full audit trail)



Electronically & Securely Archive your contracts for as long as you need



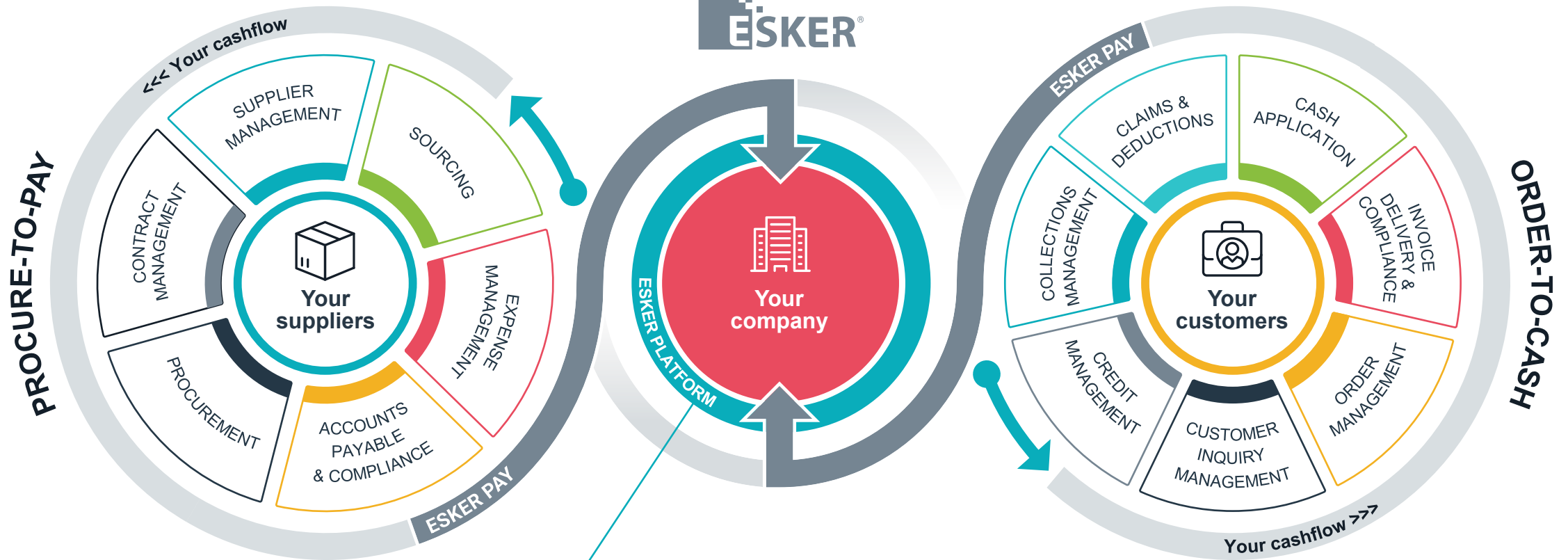
Automate Invoice verification with AI-based auto-matching

Well-known Brands Using Our Solutions



One Platform, Any Process

Manage All Your Business Processes On One Platform



ESKER PLATFORM SERVICES

360° STRATEGY & ANALYTICS

Supplier & Customer Management

ESKER SYNERGY
Artificial Intelligence

AI Engine

ESKER CONNECTIVITY SUITE

ERP Integrations



Security



The four pillars of Esker's ESG strategy

Acting ethically & responsibly

from our governance to our supply chain.



Building customer trust & satisfaction

through innovative solutions, on a secure and reliable platform.



Developing our workforce

through a collaborative culture and a management approach that supports inclusion and diversity



Contributing to the protection of our planet

by controlling our environmental footprint



ESG performance



Governance

- **Supervisory Board** 100% independent and respecting gender parity
- 15% of Board of Directors' variable pay **based on ESG criteria**
- **Supplier Code of Conduct & Sustainable Procurement Policy**
- Signatory of the **UN Global Compact** since 2019
- Employee training on **business conduct** and **anti-corruption policy**



Customers

- **Transactional NPS Score** (value comprised between -100 and 100): +67.18
- **ISO 27001 certification** of Esker on Demand platform
- 99.5% of employees trained on **data protection and security**
- **Average uptime** of the Esker on Demand cloud platform: 99.95%
- Dedicated **Support** and **Customer Experience** teams





Social

- **31.48% women**, 32.35% in management positions
- **36 nationalities** in the workforce
- **1 day off per year** per employee to participate in social or environmental initiatives
- **Cultural Patronage**: 37K€
- **School sponsorships**: 140K€
- **Learning culture**: 48% of staff received external training in 2022



Environment

- **ISO 14001 certification** of France's offices and mail factory
- **Carbon footprint**: 4,409 t.CO2e including scope 1, 2 & 3
- **Air pollution**: 54% hybrid or electric vehicles in company fleet
- **29,250 trees** planted with  **reforestACTION**
- **Data centers** partly hosted on  Microsoft Azure



ESG agency ratings

Overall Score 2022



74/100

EthiFinance
ESG ratings

68/100

MOODY'S
ESG Solutions

ROBUST
53/100

New!

MSCI 

Grade A



"Sustainable growth requires an equitable business ecosystem. By applying the positive-sum growth concept, we work towards a world where success never happens at the expense of any team, individual or company — everybody wins."

Jean-Michel Bérard, CEO | Esker

Analyst firm reviews

Gartner

Esker Listed in the **2022 Gartner Magic Quadrant™** for **Procure-to-Pay Suites** for the Third Year in a Row⁽¹⁾

&

Esker Recognized as a Strong Performer in the **2023 Gartner® Peer Insights™ “Voice of the Customer”**: **Procure-to-Pay Suites** ⁽²⁾

Ardent Partners
RESEARCH WITH RESULTS

Esker Recognized as a Market Leader in **Ardent Partners 2023 ePayables Technology Advisor** for 3rd Consecutive Year

&

Esker Recognized as a **Key Solution Provider in 2020** by Ardent Partners

IDC

Esker Named a Major Player in the **IDC MarketScape for Accounts Payable 2020- 2021**⁽²⁾

FORRESTER

Esker Named in Forrester Now Tech Supplier Value Management Suites Q2 2022

&

Esker Named in Forrester Now Tech **AP Invoice Automation Q4 2021**

(1) Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose. Gartner and Magic Quadrant are registered trademarks and service marks of Gartner, Inc. and/or its affiliates in the U.S. and internationally and are used herein with permission. All rights reserved.

(2) IDC MarketScape: Worldwide SaaS and Cloud-Enabled Accounts Payable Automation Applications for Enterprise 2020–2021 Vendor Assessment, IDC # US47032520, December 2020

[See more analyst reviews at esker.com](https://www.esker.com)

Esker's Experience

6

Months

Achieve ROI In As Little As 6 Months

500+
Companies

Automating P2P With Esker

1.2M+
Documents

Automated Each Month

1B

transactions a year

195

OCR languages

60+

Countries supported for e-invoicing compliance

20

years as a cloud pioneer

6 000+

customers WW



FUJIFILM
Value from Innovation

**Process
Automation**

