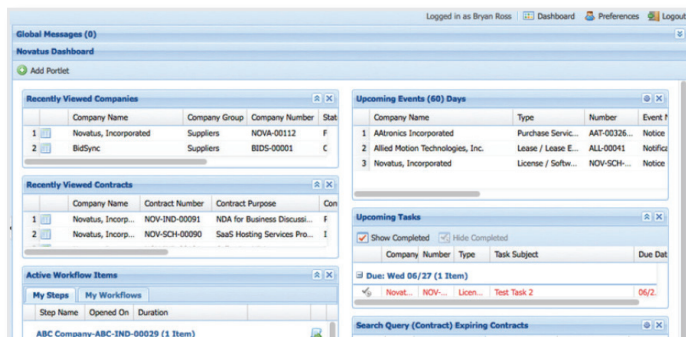# Periscope Contract Lifecycle Management

Contract management is all about compliance. Contracts dictate the financial, business and legal terms that define the relationships between agencies and vendors. Periscope's contract management accelerates contract execution, improves stakeholder collaboration, notifies when certain contractual terms are met and strengthens regulatory compliance on both sides of the negotiation table.

Configurable dashboards make it easy to quickly access information needed throughout your organization.

Periscope Contract Lifecycle Management is the only full contract lifecycle management (CLM) solution in the industry that is completely configurable from an Internet browser. Periscope CLM accelerates contract execution, improves stakeholder collaboration and contract oversight, and strengthens regulatory compliance.

Periscope CLM enables you to manage, negotiate and administer contractual agreements with customers, partners and suppliers. It automates the entire CLM process including essential integration of contracts, contract drafting, negotiation and approvals tools. Periscope CLM can function as a stand-alone solution or as an integrated component of BuySpeed eProcurement Solution. It provides full enterprise-level contract management functionality with unlimited configuration via the system administration and integration solutions. Periscope CLM delivers:

Improved Transparency and Compliance

All activities performed within the Periscope solution are logged, stored, and attributed to specific individuals and entities (e.g., users, departments, vendors, etc.). This information can be easily and quickly retrieved to satisfy auditing, reporting, and improved compliance.

Intuitive Contract and Clause Library

Periscope accelerates the contract creation process by providing template based tools to request, create and manage standard contracts from Microsoft Word and PDF templates that you already have. By tagging simple mail merge fields and uploading the templates, the system auto-recognizes the tagged fields and allows the user to match them to Periscope database fields. Once your templates are uploaded, your system administrators can design the question and answer session via the Contract Creation Wizard, determine the complexity of the processes, and generate an easily searchable clause library.

Streamlined Contract and Approval Workflow

Periscope's flexible contract and approval workflow engine is administrator and system definable, intuitive and highly structured. It is designed to help manage the contract and approval processes with configurable timelines and user defined tasks that improve operational efficiencies and control. It also ensures momentum and timeliness of the contracting process through real-time dashboards, reminders related to milestones, reports and automated emails.

Richer Ad Hoc and Standard Reporting

Periscope CLM provides a robust suite of standard reports, with the ability to create custom reports using an advanced but intuitive ad hoc reporting tool. With integration to a financial system, customers can track

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spend against contracts. Provided reports should satisfy financial, legal, and legislative compliance initiatives.

True Cloud-based Solution

Periscope CLM is a true web-based solution, which means that customers will not be required to invest in any additional hardware or software products to operate or support the solution. The solution is designed to operate within existing infrastructure, leveraging existing IT and operations resources to provide solution administration. Additionally, it is scalable to handle up to several thousand users.

Periscope CLM Features

Periscope CLM delivers feature-rich functionality to enhance the efficiency and productivity of the contract management process including:

Management Repository Periscope CLM enables customers to quickly select, open and view documents. Used by major corporations, our contract management system provides storage, retrieval and archival functions which are configurable based on your company's document retention policies.

Negotiation Portal Periscope CLM provides a secure workspace for invited participates to collaborate. Email notifications are automatically sent regarding active negotiations. Invited participants can seamlessly "check in" and "check out" documents for review, redline, negotiation and execution. Once contracts are executed, they are automatically moved to the repository for full contract and compliance management. The negotiation portal enables customers to transition to a fully electronic environment with dramatic improvements in security, efficiency and visibility, while shrinking the contracting cycle time.

Sales Connect allows customers to efficiently manage the contract lifecycle right from their existing Salesforce system. It reduces or eliminates the amount of time that customers spend going from one system to another. Customers can send proposal and contract requests from the Account or Opportunity tabs directly into Periscope CLM. Documents attached to the requests are carried into and stored in the Periscope system, and the status of the requests and contract processes—request, author, create, approve, negotiate, execute, and manage—are updated automatically in Salesforce for real-time viewing.

e-Signature can be fully integrated into Periscope CLM and uses DocuSign®. which According to customer analysis, 90% of customers were able to reduce cycle time from 2 days to 1 day, and 71% of customers were able to close within an hour with DocuSign implemented.

Best Practice Capabilities

Periscope provides CLM solutions that are critical components to help reduce risks, ensure compliance and maintain competitive market advantages.

- **Payment Terms and Discounts** *Makes it easier to track and enforce payment terms and discounts.*

- **Indirect Cost Savings** *Simplifies process involvement to identify high impact financial cost savings within contracts.*

- **HIPAA Compliance** *Enforce HIPAA and other healthcare requirements such as Stark and Anti-Kickback compliance.*

- **Sarbanes Oxley Compliance** *Implement internal contracting controls and promptly makes available all meaningful business related information.*

About Periscope Holdings

Periscope Holdings, Inc. is the leader in purpose-based procurement solutions and services. Periscope's eProcurement software, BuySpeed,™ transforms the public procurement process by eradicating waste and maximizing the value of every dollar spent by our public sector and higher education clients. Periscope is the sole custodian of the NIGP Commodity/Services Code, and manages the NIGP Consulting program. Periscope also serves the supplier community targeting public sector with BidSync bid notification, spend analytics and proposal writing services.

For more information, visit PeriscopeHoldings.com.