

Success Story



Cyient Improves Contracting Time by 50% with SimpliContract's Intelligent CLM



*SimpliContract CLM has been a game-changer for our legal and compliance functions. Deployed globally in 8 weeks, it has digitally transformed the way we operate and aided us in dramatically **reducing our contract cycle time** with streamlined processes, eliminated redundancies, and increased efficiency of end-to-end contract lifecycle management through automation, data, and insights. The tool is relatively easy to use and captures all the essential information.*



Navroze Palekar

VP & Global Head - Legal & Compliance, Cyient



Summary

Cyient is a leading **Global Digital, Engineering & Technology Solutions** company with clients spread across several industries and 5 continents. They manage a cumulative of over **3k+** vendor and client contracts every year. Cyient deployed a CLM platform to improve their contract obligation management, maximize revenue, and derive real-time insights on contract status and key milestones to supplement the sheer volume of contracts being processed and the increased business requirements.

Challenges



Contractual Bottlenecks

The average cycle time to complete a contract from request to negotiation was high due to the manual process and lack of automation.



Consolidating Multiple Repositories

Since repositories were stored in various servers across geographies, the turnaround time for locating documentation was a challenge.



Missing Out on Expiry Alerts

Users could not track contracts by status and upcoming renewals across business units.



Tracking Exception Approvals

The exception approvals, clause negotiations, and amendments made to the master document were carried out over emails.



Non-standardized Workflow

A standardized process for assigning contracts and obtaining signatures was missing across the business units.



Real-time Feedback from Stakeholders

The inability to capture document revisions and markups from multiple stakeholders in real-time led to a longer contract cycle.

Key Metrics

11
business
units

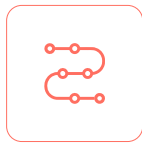
700+
active enterprise
users

3k+
contracts
every year

50%
faster
contract TAT

The Solution

Our **AI-powered end-to-end CLM platform** helped accelerate customer and vendor contracts by improving obligation management and compliance.



End-to-end CLM in a Unified Platform

Users improved contract execution time by 50%, spanning from raising a request for a new contract to post-signature obligation management.



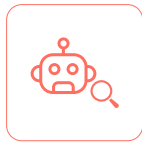
Linking Documents to Master Contracts

By leveraging the “related contracts” feature in the platform, the legal team was able to link subsets, including addendums, amendments, and SOWs to the master document.



Guided workflows across BUs

Enterprise users across Sales, Procurement, Legal, and Finance teams were able to raise new requests and assign a concrete workflow with ease.



Smart search capabilities

The AI-led search engine helped users across the board locate critical information from signed contracts faster.



Collaboration & expiry alerts

The legal team was able to quickly share/gather inputs and receive on-time notifications to never miss out on key milestones.



E-signature integration

The team was able to execute contracts faster and eliminated the need for physical documents with an e-signature platform integration.



Real-time contract insights & reporting

The platform derived real-time insights on contract performance, cycle times, consolidated data on top vendor and customer contracts, task tracking, compliance, and more.

Success Factors

Supports both buy-side and
sell-side contracts



AI-led search engine

Central contract repository

Real-time contract visibility

About Cyient

Cyient (Estd: 1991, NSE: CYIENT) is a global Digital, Engineering, and Technology solutions company. We collaborate with our customers to design digital enterprises, build intelligent products and platforms, and solve sustainability challenges. We are committed to designing tomorrow together with our stakeholders and being a culturally inclusive, socially responsible, and environmentally sustainable organization.

For more information, please visit www.cyient.com

Follow news about the company at [@Cyient](https://twitter.com/Cyient)

About SimpliContract

SimpliContract is on a mission to democratize contracting and establish powerful contract management practices using the power of AI. We help in-house Legal, Sales, Finance, and Procurement teams simplify the process across the contract lifecycle and enable real-time collaboration for internal and external stakeholders.

Our end-to-end CLM platform empowers 20K+ users and stakeholders to manage contracts effectively and efficiently through a unified collaboration platform. Leading players in **Retail, IT, E-commerce, Ed-tech, Govt. & Healthcare**, and other industries across the globe trust SimpliContract for their end-to-end contracting needs.

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