

# Introducing Exari

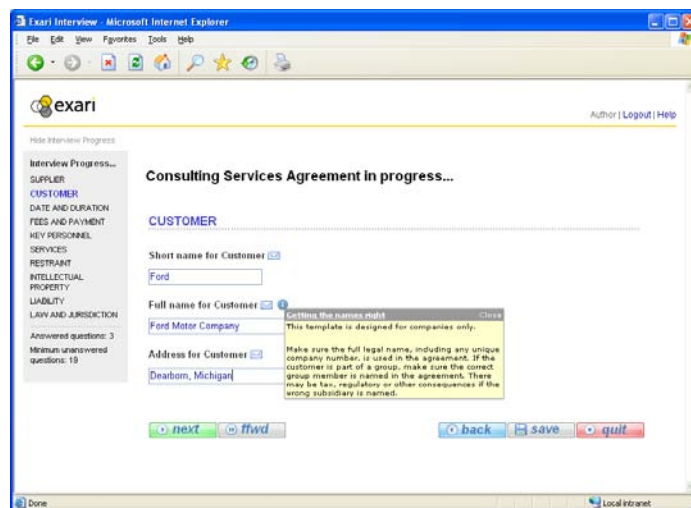
## Key Features

- New templates are authored in Word, using simple text markers to show how the document automation logic is to be set up.
- In a few steps, authors indicate how each question should be presented, typically producing a working template in minutes.
- For sophisticated templates, authors have access to a library of business rule wizards, enabling re-use of rules already created or building new ones.
- Calculations, database look ups and links to other systems can all be catered for.
- Context sensitive help text and guidance notes can be added to any interview question.
- Users have a full end to end web browser experience, requiring no special software to be installed on the PC.
- A unique browser preview of the document uses "hot-spots" to allow a user to see why and how the choices made in the interview have impacted their document.
- A simple mouse-click and the choice can be changed and reviewed again in the web preview.
- Data can be saved, re-used and shared with other enterprise systems.

## Accelerate Revenue, Reduce Risk and Cost with Best-of-Breed Document Assembly

Exari is a complete solution for the automation of contracts, legal and other complex documents. For sales, banking and other business users, we allow you to deliver tailored, self-service documents via the web. For lawyers, a choice of automated or clause library drafting gives you a faster, more consistent way of drafting more complex documents, eliminating cut and paste. Through an intuitive browser-based interview process, Exari can streamline and automate document creation. By empowering the end user to drive and create their own contracts with Exari, corporations can significantly accelerate revenue as well as cut costs, increase compliance and reduce risk. Typically, Exari users will see anywhere between 50-80% reduction in time and expense for their contracting processes.

Exari is an integrated software suite that empowers non-programmers to create "intelligent" templates (with optional clauses and business rules built-in) and allows anyone (expert or novice) to create contracts and other complex business documents quickly and without mistakes. End users simply answer questions during a web-based "interview" and the Exari Engine delivers a tailored document in their preferred format (Word or PDF).



For Contract Relief™

[www.exari.com](http://www.exari.com)

## Solutions for Your Enterprise Contract Problems

- Automated contract assembly
- Workflow for the entire life-cycle
- Manages your contract obligations
- Maximizes your contract rights
- Minimizes your contract portfolio risks
- Electronic contract storage
- Full-text search
- Analytics and reporting
- Proactive contract portfolio management
- Internal and external collaboration
- Improves quality and compliance
- Patented technology

## Benefits of Using Exari for Contracts and Business Documentation include:

- 1) Risk Reduction** – Exari creates all of your documents and contracts in a controlled process that can only draw from the approved templates and information in your repository. The authors are also strictly controlled. This ensures that every contract that goes out the door is the most current version for that particular transaction and/or geography. This can drastically reduce exposure to risk. In addition, Exari's use of XML and patented web technologies provides transparency into large portfolios of complex agreements so you are better able to understand and further mitigate your exposure to risk.
- 2) Revenue Acceleration** – Using Exari, the contracting process is typically reduced by anywhere from 50-80%. This drastically reduces the time customers spend waiting for a contract.
- 3) Expense Reduction** – Since Exari automates much of the contract and document creation process, you can reallocate expensive resources to more strategic projects.
- 4) Compliance** – Exari's solution makes it simple to propagate changes to templates or language around the company or around the world and ensures that users are adhering to internal policies and procedures.
- 5) Digitization of Data** – Since Exari automates the contract process from the beginning, all of your contract data is in digital XML format so that you can analyse and manage it via the Exari Contract Management solution or any other third party database or CLM product.



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**About Us** – Exari is a global leader in document automation for large enterprises. Exari's intuitive web-browser interface empowers business people to create their own contracts using the templates created by their legal department. This approach accelerates the contracts process and reduces the burden on busy legal departments. The Exari system significantly reduces costs, cycle time and risk, and is used worldwide by legal, insurance, banking, sales and government professionals. Customers are supported from Exari offices in Boston, London, Munich and Melbourne.

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## The Exari™ sweet spot

Exari is the ideal document assembly tool for any documents that contain variable data and conditional clauses driven by predictable negotiations:

- Sales Proposals
- RFP and Tender Documents
- Sales or Supply Contracts
- Insurance Submissions
- Insurance Policies (inc Clause Libraries)
- Investment Banking Master agreements
- Investment Banking Term Sheets
- Compliance Checklists
- Facility Loan Documents
- Equipment Finance Documents
- Property Lease Contracts
- HR Contracts
- Complex Financial Instruments
- Licensing Agreements

## The Exari difference:

- **Simplicity**– Easy to use and intuitive browser experience for end-users and fast start authoring.
- **Transparency**– An interactive web preview highlights which question led to specific document content – helping to build trust.
- **Control**– The sophisticated authoring environment provides rigor and control over templates, logic, re-use, versioning, etc.
- **Know-how** – A deep knowledge of contract and document assembly gained over several years, allied to experience within and across industries, helps customers focus on delivering value add projects.

## Setting the standard for enterprise contract assembly

- **Configuration** – Exari is highly configurable, allowing Administrators to control all aspects of user interaction with the software, including which templates can be accessed, and behaviours at both the beginning and end of an interview, such as which document output types are allowed (PDF, Word, etc.). Templates can also be configured for both interactive user interviews and/or to be fed by data for enhanced “Straight Through Processing” or “batch processing”
- **Authoring** – Exari authors can control every aspect of how an interview behaves: how a question is worded; how it appears on the screen; which text can be changed, which question will invoke a further question; what contextual help is required; and what questions are grouped together. The final document style, layout and content can all be controlled through the use of the rules that are created.
- **Integration** – The “industrial-strength” Exari API allows an IT professional to control the way Exari behaves within current system and application environments. Exari can be fully embedded inside other applications or implemented standalone. Databases can be queried, directory services accessed and other Web services or applets invoked, to ensure that the specific solution needs of an organization can be met and that any existing infrastructure can be re-used to the greatest extent.



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