

# Exari Enterprise Contract Management for Healthcare Payers

## Operationalize Payer Contracting

Recently, IBM Emptoris announced that they are ending the life of their contract management solution. Switching platforms can be time consuming, expensive and risky; will you be able to successfully migrate the extensive data associated with your contracts in Emptoris to a new solution? What about contract relationships that are required to effectively understand your overall obligations? Inaccessible data, missed deadlines and untracked changes are just a few small steps that will ultimately determine if your migration project and new solution is a success.

Exari understands the inherent complexities of deploying a new platform across multiple departments, with the need to seamlessly collaborate with thousands of providers. Exari's team of Emptoris subject matter experts (previous Emptoris employees) with intricate knowledge of the IBM Emptoris software and over 50-person years of provider contracting implementation experience, are here to help ease your migration process.

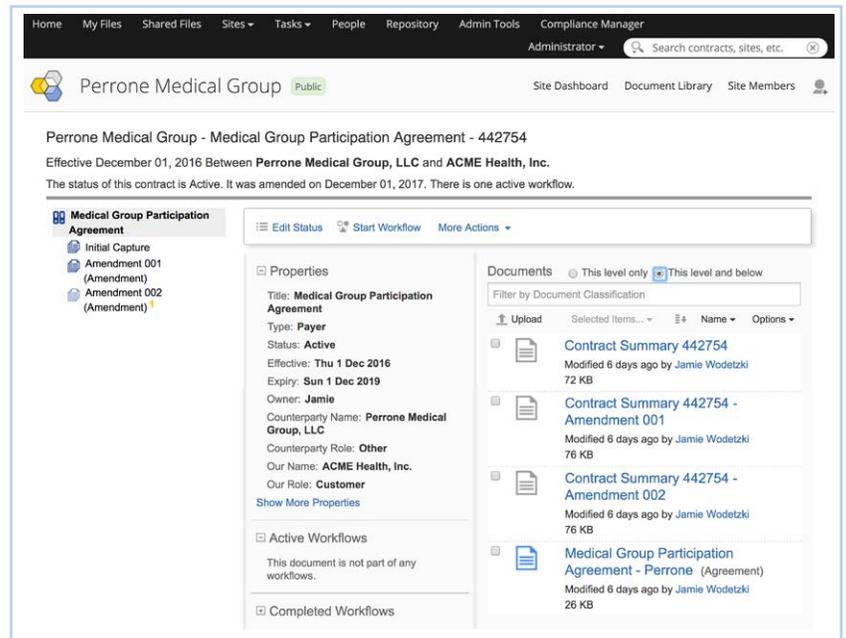
We understand payers need for:

- Automatically capturing specific data fields associated with each contract.
- Efficiently generating, managing and performing mass amendments to large groups of contracts, including support for the logistics of mass mailing, signature collection, etc.
- Ease of searching and reporting on specific meta data fields, including data used for internal management and processing needs as well as negotiated elements in the contract documents.
- Integrating with existing systems already in place, such as provider demographic, pricing and modeling, claims processing, and reimbursement systems.

## Exari's Payer Solution

Exari has the unique advantage of having Emptoris experts, to quickly and effectively help you with the migration of your Emptoris contracts and data to Exari's enterprise contract platform. Rest assured that all data points will be seamlessly captured, even those in agreements and related amendments that were not originally captured as contracts in the Emptoris platform.

Payers can leverage Exari's patented document creation technology to simplify contract drafting, reviewing and the difficult challenge of mass amendments. Our solution allows your team to manage new negotiations by applying business rules to ensure compliance for reducing business and legal risk.



Initial Master agreement with multiple amendments, automatically rolling-up for prevailing terms.

With Exari's payer solution, you can:

1. **Gain unprecedented visibility with Exari's Universal Contract Model™ (UCM).** Automatically map captured data to Exari's UCM for real-time insights into any changes that may affect the Master Agreement. Report on the prevailing language across your initial Master agreements and the many amendments which typically occur over time.
2. **Apply automation with Exari DocGen™.** With Exari's patented contract creation tool, easily generate contracts through a dynamic wizard-driven interview, paired with a library of your stored Smart Templates. Use the interview during contract negotiation to update your contract document, without the need to do extensive editing and copy/pasting in MS WORD.
3. **Manage regulatory compliance with workflows, approvals and alerts.** Get ahead of regulatory changes that may affect agreements you already have in place with instant notifications. Quickly and easily make changes and trigger workflows to streamline the approval and signature process.
4. **Leverage Exari existing out of box integrations.** With DocuSign and Single Sign on solutions, streamline your implementation of Exari.
5. **Seamlessly integrate with Exari's API's.** Exari can integrate with your claims or reimbursement processing systems, or any other existing platform so you can eliminate re-keying information in multiple places.

## Migration Made Easy

Our team of Emptoris subject matter experts are experienced in not only payer implementations, but also the entire Emptoris system. With over 30 payer implementation projects planned and executed successfully and our UCM to properly model your data, you can rest easy knowing that all of your data will migrate seamlessly. Our team also has detailed knowledge of required integration points, correctly mapping from Emptoris to Exari and has established the 'best practices' migration process below:

- **Extract legacy contracts from Emptoris,** and the Exari services team will quickly perform data mapping for the Emptoris contract data into the corresponding Exari data model. This includes Master file data for your Providers, contract Business Term Variables, Tracking terms (which Emptoris used for managing internal data fields) and line table constructs. The migration will include moving over all your contractual documents and associated attachments in Emptoris to Exari, and we will enhance the Emptoris contract relationship linkages into the more powerful Exari document visibility view represented by our UCM.
- **Exari's world class document generation** capability can be used to greatly streamline your current Emptoris Contract Template approach. Exari can also migrate your existing Clause Master and Contract Templates into the Exari Authored templates.
- **Provided mapping from Emptoris to Exari** for functionality, contract process, and legacy contract upload.
- **Alignment between Exari's team of experts and your in-house team** to meet both parties approaches and methodologies.
- **Variety of support and training** plans to get your entire team up to speed.

Gain operational efficiency throughout your entire enterprise with Exari's CLM platform. If you currently use Emptoris and need to find a replacement immediately, contact us at [sales@exari.com](mailto:sales@exari.com) to receive further information on making the migrating process easy.

## ABOUT EXARI

Exari delivers the most complete Enterprise Contract Lifecycle Management platform, used every day by market-leading companies to understand all aspects of their contract ecosystem worldwide. With Exari, customers can reduce contract risk and improve operating efficiency with 100% Contract Certainty™.

