

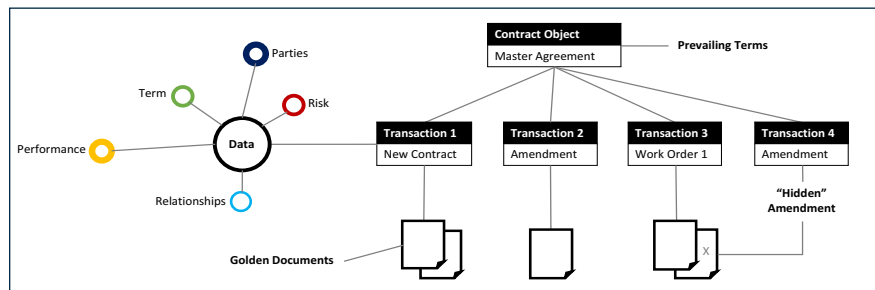
# Exari's Universal Contract Model™

*Translate legal words into actionable data*

Contracts are critical for managing risk and protecting value in every enterprise. They define important details of third party relationships: strong customer contracts underpin revenue certainty; strong vendor contracts underpin supply chain certainty. However, every weak or toxic term across your contract portfolio creates uncertainty, increases your risk of liability and loss, contributes to revenue leakage, and undermines the value of physical and intellectual property assets.

How much do you really know about the risks, costs and value buried in the fine print of your contracts? The typical answer is “not enough”. Why? Because contracts are long, complex documents full of words, and if you need a reliable answer, you are required to sit down and read it. For quick answers, where reading documents is too slow and resources are scarce, you need some form of data that can be queried and reported on. However, keeping that data up-to-date and accurate as contracts are created, amended and renewed is extremely difficult and time consuming.

Introducing Exari's Universal Contract Model™ (UCM™), a robust model for translating legal words into actionable data. The UCM™ breaks down every contract into a consistent set of components, allowing you to turn formless documents into structured data and easily analyze every contract in your portfolio.



## With Exari's UCM:

- Instantly capture data from all agreements including, legacy contracts and 3rd party agreements for true visibility into your entire contract portfolio, supporting universal comparison, risk scoring and benchmarking
- Transactions, Orders, or Amendments that may affect the Master Agreement are automatically “rolled-up” for real time view and reporting so you never miss a hidden risk
- Track and report on performance and payment obligations for each party
- Gain visibility into all risks by tracking high and low level information with advanced risk scoring
- Understand prevailing language at any point in time

The UCM™ captures and presents a consistent, accurate view of virtually any contract, at any point in time.

## 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™.