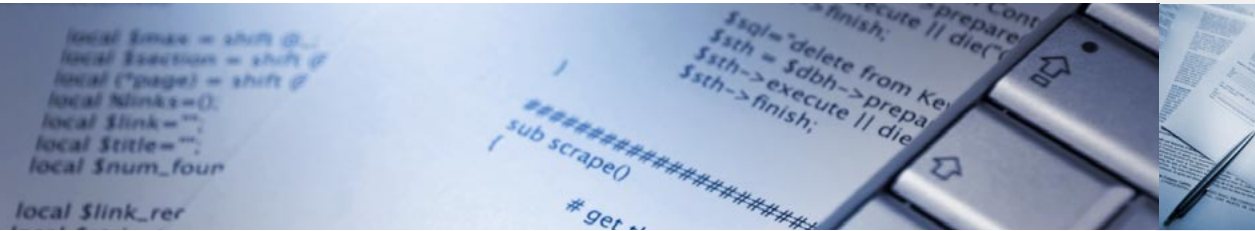


# MATRIX ENTERPRISE™

FOR HIGH TECH APPLICATIONS



## COLLABORATIVE WORKFLOW SOLUTIONS FOR HIGH TECH COMPANIES

Negotiating and executing contracts are standard practice for high technology companies. Whether its a contract to govern software licenses, professional implementation services, or hardware and infrastructure assets, the sale is not officially completed until the contract has been approved internally and signed by the customer.

In addition, many companies face revenue recognition challenges in order to comply with FASB accounting practices for claiming revenue based upon the terms and conditions that govern how the product can be used. These contractual negotiations often involve stakeholders from sales, legal, finance and product management for the most complex contracts that typically drive the largest percentage of quarterly revenue.

CLM Matrix pioneered our Matrix Software solutions to standardize, streamline and automate the collaborative conversations and ad-hoc approvals that accompany these transactional negotiations. Sales executives have the ability to interact electronically to approve aspects of the deal that are required to satisfy the customer's request while not exposing the company to potential legal and financial risk. In addition, the solution allows financial accountants to have proactive visibility into the sales pipeline to create a more accurate forecast for the revenue that will be recorded in that particular quarterly business cycle.

Legal and contract administrators leverage the software's clause library to dynamically create contracts based upon pre-defined

## KEY BUSINESS DRIVERS

**Standardization:** Address the need for contract process and structure standardization while lowering administrative and legal costs associated with establishing and managing strategic relationships.

**Speed:** Collapse contract creation and negotiation cycle times by up to 50% or more and reduce DSO with back-end integration with existing ERP systems.

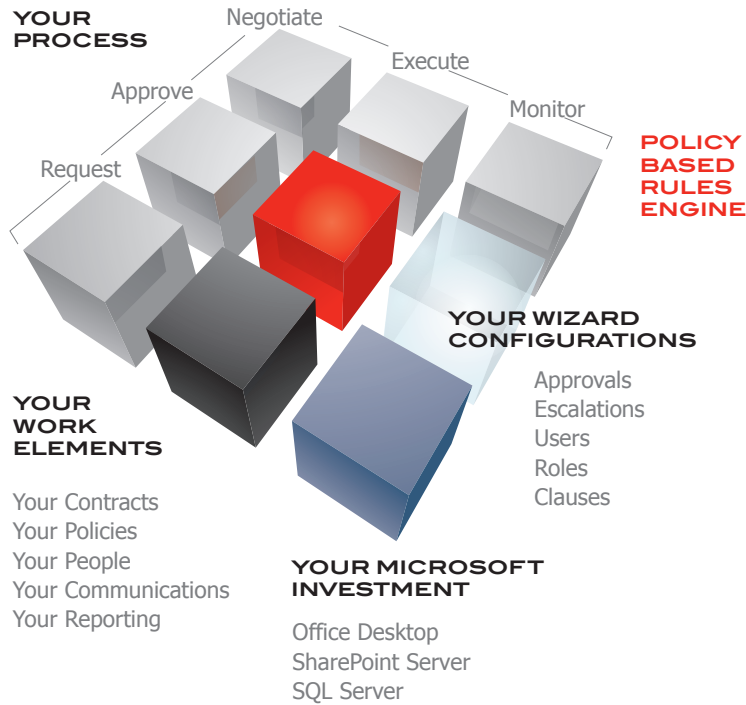
**Business Intelligence:** Optimize buy or sell side contracts through increased transparency and deeper analysis of enterprise-wide contract data. Communicate best practice information & instruction from Legal, Business and Finance.

**Governance and Risk Management:** Reduce operating and regulatory exposure through system level enforcement of request-to-contract procedures and eliminate rogue and redundant contract versions that drive up contractual risk.

business rules and requested terms that fall within defined business practices and delegations of authority.

Collectively, hardware and software manufacturers see accelerated revenue velocity and improved DSO via the process efficiencies and cycle time improvements.

### HOW MATRIX ENTERPRISE™ WORKS



### ABOUT CLM MATRIX

CLM Matrix is the market leader in Contract Lifecycle Management (CLM) software solutions on Microsoft Office and SharePoint technology platforms. Our solution extends the functionality of traditional contract management software by adding features such as:

- Rule-based document creation
- Clause libraries
- Policy-based approval workflow
- Automated reminders and alerts
- Real time user defined reporting
- Integration with legacy enterprise software
- Contract compliance tracking
- Multi-language capabilities
- Support for global environments
- Fully configurable to specific process and document types without code (wizard driven)

### MATRIX ENTERPRISE SOFTWARE IS:

- Flexible** – dynamic process and workflow modeling.
- Configurable** – dynamic data definition changes.
- Adaptable** – Hosted, SAAS, or perpetual licensing models.
- Extensible** – Integration with CRM, SRM and ERP systems.



CLM Matrix is a Tier 1 ISV partner running exclusively on the Microsoft Technology Platform. Our solution allows companies with Microsoft Enterprise Agreements to fully leverage their investment in Windows Server, SQL Server, SharePoint Server, Office and Visio Professional, Live Meeting, and SQL Reporting Services.



To learn more about CLM Matrix and our award winning software solutions, please visit [clmmatrix.com](http://clmmatrix.com) or contact us directly at 1.800.961.6534.