

A Business Partner Solution for the Public Sector

Account Contracting Solution Helps Develop Contracts to Optimize ROI

Accenture

Accenture Pre-Contract Analytics



Solution Description

Accenture Pre-Contract Analytics fills a significant gap in a pharmaceutical company's pre-deal analysis capabilities. It offers companies the foresight to shape contracts, optimize revenue and ROI, and offer the right discounts to customers before anything gets signed.

The capability offers a closed-loop solution for identifying opportunities, evaluating customer performance, forecasting proposed performance, garnering internal approvals, and negotiating and finalizing the deal.

The Accenture Pre-Contract Analytics solution is Web-based and easily deployed across the organization. Designed for companies with even the most complex business models, IBM Cognos 8 Planning is a fully integrated, highly scalable solution for planning, budgeting, and forecasting.

Features & Benefits

Pre-Contract Analytics provides easy-to-manipulate business models to better predict financial impacts of contract terms and market conditions. When a new contract opportunity is identified, the user can open a planning model to evaluate contract alternatives and compare scenarios.

Other functionality includes the ability to:

- Adjust market conditions and events, and create scenarios to test contracting options
- Automatically load historical sales and contract information
- Collect notes on each scenario and track all changes
- Conduct driver-based modeling that links to operational data to enable forecasting and planning
- Easily create complex predictive calculations based on multiple variables
- Present information as part of a contract management dashboard
- Monitor KPIs and contract milestones and make other users aware of these event
- Report on or automatically integrate contract information into PowerPoint decks for presentations using Cognos Connection

Value Proposition

The Accenture Pre-Contract Analytics solution allows companies to leverage and extend their existing investment in operational data sources such as contract management systems, ERP systems, and sales data warehouses. This helps bring together all the information needed to make better contracting decisions. In addition it allows organizations to create custom contract offers and analysis based on existing contracts or from scratch.

Pre-Contract Analytics delivers industry leading contracting capabilities so companies can drive revenue and reduce costs. Customers experience substantial ROI from enhanced data visibility, accurate account sizing, and increased efficiency.

Company Description

Accenture is a global management consulting, technology services and outsourcing company. Combining unparalleled experience, comprehensive capabilities across all industries and business functions, and extensive research on the world's most successful companies, Accenture collaborates with clients to help them become high-performance businesses and governments.

IBM Segment

- Cognos

Business Function

- Operational Data Management

Target Industry

- Life Sciences

For more information, contact:

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