

DB2 Information Management Software

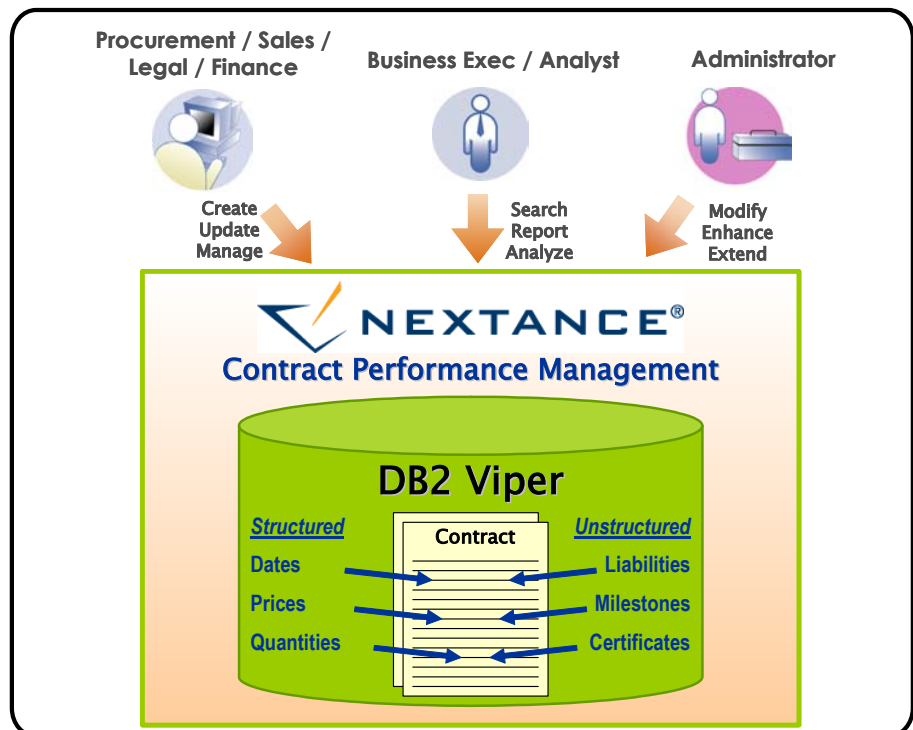
Nextance Leverages DB2® Viper to Unleash Contract Data

OVERVIEW

- **Business Need**
 Create, manage and increase the performance of contracts and associated documents by leveraging both the structured data and the inherently unstructured data of contractual terms and clauses.
- **Why IBM?**
 With DB2 Viper, IBM is the only vendor to offer a truly native multi-structured data server that seamlessly integrates XML and relational information within a highly scalable and reliable engine.
- **Solution**
 Nextance has built an XML application platform from the ground up to address the key challenges of contract management and analysis. Only Nextance is completely built upon XML - from the database to the user interface.
- **Benefits**
 Effectively manage the intrinsically complex mix of both structured and unstructured data within contractual agreements.

Perform fast, comprehensive searches without the costs of many tables and join relationships.

Meet evolving business requirements for new contract types, clauses, content, attributes, etc.



Contracts contain a significant and untapped reservoir of unstructured language – such as revenue sharing models, exclusivity rights, intellectual property ownership, and fees and penalties – that are essential in properly measuring the risk and reward potential of customer, supplier and partner relationships. The advantages that XML delivers are most pronounced in Contract Performance Management (CPM) solutions because XML-based databases are uniquely capable of handling the unpredictable and continually evolving nature of contracts.

"It is exciting to see IBM embrace XML and join Nextance in leveraging this powerful technology. We have been closely involved with IBM during the development and testing phases of their much-anticipated DB2 Viper technology, and we're sure that our joint customers will benefit from this unique offering."

- Tiffany Riley, Vice President of Marketing, Nextance

Contracts are inherently unstructured

Approximately 90% of the valuable data in contractual agreements are unstructured. Therefore, the ability of XML technology to work with unstructured data is essential in tapping into this hidden reservoir of information, enabling companies to actively manage and maximize customer, supplier and partner relationships.

XML provides the visibility into unstructured data - contractual commitments, discounts, service levels, and other terms - that companies require to improve control over their contracts, decrease costs, enforce compliance, and manage risk.

Nextance manages contractual data using XML

Contracts hold information critical for normal business functions that cannot be found anywhere else. Further, contractual agreements live at the heart of both buy-side and sell-side transactions in CRM, ERP, Order Management, and Billing systems, so leveraging content from contracts is a critical component of spend management, risk management, opportunity identification and other initiatives across the enterprise.

Nextance delivers XML-based CPM solutions that enable companies to improve the standardization, visibility, and control of their contracts and contractual relationships, delivering lower procurement costs, increased revenue, better compliance, and improved employee productivity.

Leveraging DB2 for XML Storage

In addition to modeling contracts themselves as XML documents, Nextance takes full advantage of leading XML capabilities in the IBM DB2 Viper data server to deliver an easily extensible and quickly searchable CPM platform.

DB2 Viper takes a unique and holistic approach in combining XML and relational systems. Advanced XML support in DB2 Viper is well-suited to enable Nextance CPM users to work with a mix of structured and unstructured information, unique contract types, and dynamic content.

A Highly Flexible Solution

Flexibility is the primary benefit of XML. CPM systems must adapt easily and quickly to meet changing requirements, given the nature of contract negotiation, a fluid regulatory environment, and market dynamics.

DB2 Viper facilitates on-the-fly schema changes and extensions without affecting data integrity or requiring existing data to conform to new schemas, thereby effectively handling the unpredictable and continually evolving nature of contracts.

DB2 Viper also makes it easy for Nextance users to roll out new and extend existing contract types to meet changing requirements with minimal coding, dramatically reducing the need for IT programming resources and regression testing, resulting in lower TCO.



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