











# äppear

Fra kontrakt i skuffer til digital  
contract lifecycle management



De-cluttering  
is a lifelong  
journey!

# äppear

Fra kontrakt i skuffer til digital  
contract lifecycle management

**Hans Flensted-Jensen**

Head of Legal, Appear

**Dansk/norsk**

**13 år in-house**

**Ingredienser → IT/tech**

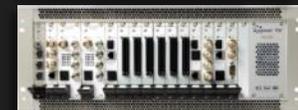
**DANISCO** **DUPONT**

**DELL** Technologies

**No Isolation** 

 **appear**

Bringing content from creation to everybody's screen



'Glass to glass' technology





Status da jeg trådte ind ad døren



**Standardvilkår**  
**Rammeaftaler**  
**Indkøbsvilkår**  
**Et solidt håndtryk**



Status da jeg trådte ind ad døren



SharePoint  
Skuffer  
Mental notes

**Google**  
**Tilfældige demoer**  
**Spørge efter hjælp**  
**Afgrænsning + RFI**  
**Analyse og valg**  
**Signering**



Google

Tilfældige demoer

Spørge efter hjælp

**Afgrænsning + RFI**

Analyse og valg

Signering





# Målsætning

Forudsætninger

Begrænsninger

Eksterne forhold

Målsætning

**Forudsætninger**

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Målsætning  
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Målsætning  
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**Eksterne forhold**

**Funktionalitet**  
**Interoperabilitet**  
**Fremtidssikring**  
**Brugergrænsesnit**  
**TCO**  
**Skalérbarhed**



#	Theme	Question	Ans
1	Functionality	Describe in few words the functionality provided to support and enhance the commercial contracting process of a medium sized tech scale-up company on a global market.	
2	Functionality	Describe briefly the functionality that enable the organization to add processing of new contracts and contract types with workflows, automation, roles etc.	
3	Openness (interoperability)	List and describe existing API's with other business solutions, like CRM, ERP, DM and other solution categories.	
4	Openness (interoperability)	List and describe briefly existing ready-made API's that connect to specific external information services.	
5	Openness (interoperability)	Name and briefly describe the open API's that make it possible to integrate third party applications and/or information services that do not already have a ready-made API with your solution	
6	Future proofing	Describe briefly at what minimum level you assess your solution to add value to the contracting process of a Company like Appear.	
7	Future proofing	Describe briefly how you would build an implementation plan that minimizes the resources spent on implementation of a first iteration and extend the scope of the solution over time through future iterations of the CLM system.	
8	User interface	Describe in few words what measures have been used to create an intuitive and user friendly user interface and user experience	
9	User interface	List what kind of roles the functionality of the solution has been developed to serve, for example, business units, Business unit leaders, legal etc.	
10	Cost of ownership (TCO 5 years)	Give an overview of the total cost of ownership over five years that includes implementation/ project cost and yearly solution fee with the following specification: Up to 10 users with at least 2 system admin users (for managing users, automating and managing contracts etc.), handling of up to 10 different document types	
11	Cost of ownership (TCO 5 years)	Specify the same cost with the following specification: A 50% growth on all parameters: Up to 15 users, 3 system admins and handling of up to 15 different document types. Please specify what the price driving parameters are.	
12	Cost of ownership (TCO 5 years)	Specify the same cost with the following specification: A 100% growth on all parameters. Up to 20 users, 4 system admins and handling of up to 20 different document types. Please specify what the price driving parameters are.	
13	Scalability	Explain in short what processes are necessary to add the support of contract process to new business areas. To illustrate the case, use the sales process as base case and explain the steps to add "supplier agreements / procurement contract processing" and the handling of HR agreements.	



 **Contractbook**

Intern forankring

Intern kompleksitet

Ensomhed





salesforce



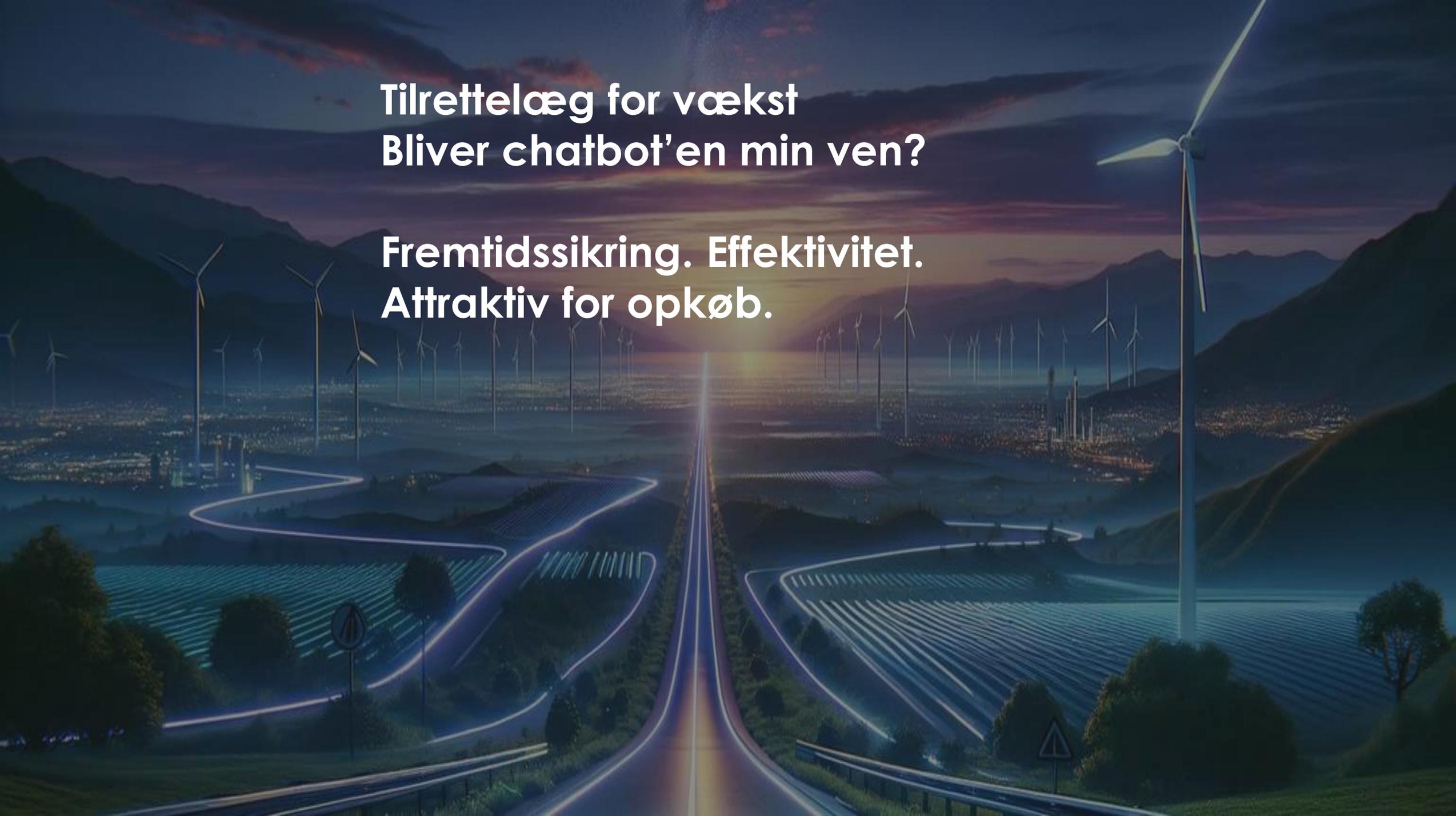
Contractbook

Intern due diligence

Få hjælp

Ikke et sales tool



A futuristic landscape at dusk or dawn. A glowing, multi-lane road leads from the foreground into the distance, flanked by solar panels and wind turbines. The sky is a mix of purple, blue, and orange, with a bright light source on the horizon. The overall scene is a blend of nature and advanced technology.

**Tilrettelæg for vækst  
Bliver chatbot'en min ven?**

**Fremtidssikring. Effektivitet.  
Attraktiv for opkøb.**

