OPENTEXT™
INFORMATION MATTERS
Your monthly news source

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What's in It for You?

This month, we'll explore the big deal surrounding contract management. (Pardon the pun.) We'll also look at recent releases such as SP1 for EIM Suites, dig into the value organizations are getting from analytics, and help you tune into OpenText TV—the newest way to hear from industry experts and thought leaders.

Build Your Knowledge, Build Your Strategy

Organizations Are Built on Contracts

Contracts are the heart and soul of an organization because they secure deals and create permanent records. No matter what a business is selling, if there's no agreement to supply or buy, they've got nothing. And without proper contract management tools and practices, commitments and obligations to customers and suppliers can be forgotten and organizations can incur heavy fines, missed savings, supply chain gaps, and broken relationships.

In fact, the International Association of Contract and Commercial Management (IACCM) states that organizations that take a best practices approach to contract management have seen a

- 10-30% reduction in contract processing costs.
- 50% reduction in cycle times.
- 25-50% reduction in the annual legal-related expenditures related to creating, reviewing, and processing a contract.
- 45% increase in the number of contracts managed per legal professional.

Keeping You in the Know

OpenText TV

Tune into OpenText TV to hear from innovation experts.

OTTV
OPENTEXT TELEVISION

Links to Keep at Your Fingertips

- Contract Center
- Managed Cloud Services
- OpenText Cloud
- Innovation Tour
- Enterprise World
- Customer Stories
- Product Catalog

Things that Make You Text WOW

Get to know contract management a little better:

- It takes an average of 3.4 weeks to create and approve a contract.
- There is an average range of 20,000-40,000 contracts per organization.
- About 85% of organizations are using manual processes to manage sales contracts.
- About 90% renewal rates were seen by

OpenText Contract Center

OpenText Contract Center automates contract management, creating a more digital and efficient way to engage customers, partners, and employees in the support of business transactions and agreements. Contract Center provides closed-loop contracts with centralized document management, compliance, approvals, and search for simple and very complex contract management operations, and it supports the entire contract lifecycle management process from initiation to authoring, negotiation, renewals, searching, and termination of contracts. Learn more…

SP1 for OpenText EIM Suites

Service Pack 1 (SP1) was announced at Enterprise World last November as a comprehensive update of all OpenText EIM product suites. SP1 will drive customer success in the Digital-First World by focusing on improved customer experience, reduced TCO, and complete integration. More…

OpenText TV

Introducing OpenText TV where you can hear the latest from OpenText tech experts, watch interviews with thought leaders, and learn about the industry's hottest innovations and trends. Available shows include popular topics such as Cloud and Core with new shows arriving weekly! You can find all the videos at www.opentext.com/ottv.

OpenText Connectivity

Your organization needs continued stability without disruption of the current environment, and now Connectivity has **improved security and performance** in OpenText Secure Shell, Host Explorer, and Exceed—plus it has a hot new look! Connectivity enables organizations to retain legacy mainframe, UNIX, and X Window applications, provide access from the latest Windows PCs, and maintain high performance and security across open networks. Read more…

OpenText Secure MFT

With no file size limits in Secure MFT, your organization can safely share B-I-G files. Secure MFT provides an easy-to-use, fast file transfer solution to exchange even sensitive business information inside and outside the firewall with air-tight security. Learn more…

organizations using contract management solutions.

- Contract approval time drops an average of 82% with the use of a contract management solution.

Tip: Automate Contract Management

What are the steps successful organizations are taking to automate their contract management processes?

Upcoming Events

Innovation Tour 2015
Eindhoven – Apr. 1
New York City – Apr. 7
Toronto – Apr. 8
Ottawa – Apr. 28
São Paulo – May 13
Calgary – May 20
NEW! Johannesburg - May 21
NEW! Shanghai – Jun. 5
Washington, D.C. – Jun. 9

Enterprise World 2015
Las Vegas – Nov. 8-13

Questions?
Please email us anytime!

Connect with Us

What Others Are Doing

BPS Replaces Legacy Archive for Greater Security, Lower Costs

Banca Popolare di Sondrio (SUISSE) SA chose OpenText Content Lifecycle Management and is now achieving better flexibility and security with lower costs. [Read their story](#).

iTAC Uses Analytics to Improve Quality and Efficiency

High-performing businesses are three and a half times [more likely](#) to use analytics than low performers. German manufacturing software maker iTAC is currently using Actuate Information Hub to leverage embedded systems and the Internet of Things to drive efficiency and improve quality. Read our [Q&A](#) with iTAC CTO Dieter Meuser.

Hot Places to Be

Innovation Tour

Innovation Tour 2015 has already visited Mumbai, Tokyo, Sydney, and Singapore with great success!

Mark Morley, our Manufacturing expert, wrote a detailed [post](#) about our stop in Mumbai, and he featured Tata Motors (best BPM deployment award!).

The European leg has started already, so please review our tour schedule and join us at one of our Innovation Tour stops! Maybe we'll see you in Toronto where we'll have featured speakers from Gartner discussing how to evolve your ECM strategy and help accelerate the business value of your content.

- [Tour schedule](#)
- [Why should you attend?](#)

Enterprise World

Enterprise World 2015 will be in Las Vegas, Nevada the week of November 8-13! [Pre-register](#) today!

Things You May Have Missed

- More on contracts as the crux of every business in our recent post, *[Treat Contract Management as a Strategic Business Process](#)*.
- Mark Barrenechea [blogs](#) about Innovation Tour. Find out what he thinks about it.
- Our Director of Industry Marketing's latest *[CMSWire](#)* article takes a look at the past 10 years of cyber

Links You Always Need

Success Stories **Knowledge Center** **OpenText** **Webinars** **Blogs** **Communities**