



# ACTIONABLE INSIGHTS FOR CONTRACTS

## What If You Could

- **Accelerate digital transformation:** capture, classify, index, enrich and visualize your data regardless of format - physical and digital.
- **Reduce risk and drive compliance:** validate your data is complete and apply automated information governance.
- **Use one cloud-based system of record:** combine data from multiple content sources.
- **Achieve business assurance:** empower critical decisions by unlocking the power and value hidden in your data.

## BUSINESS CHALLENGE

Contract management is vital to every business, whether it is sales contracts with customers, purchase agreements with vendors, NDAs that protect IP, or employment contracts to manage your workforce. Inconsistent management of these contracts can lead to reduced profits, low productivity and damaged business relationships.

The distributed nature of today's business environment can create an ecosystem of diverse repositories with multiple data types from various data sources, including physical documents, network drives and obsolete contract management systems. Finding the right documents when needed is often a manual, time consuming, ad hoc and inconsistent effort.

## AN INTELLIGENT CONTENT SERVICES PLATFORM

Iron Mountain InSight® is an Intelligent Content Services platform that leverages Google's Document Understanding AI technology to provide actionable business insights and predictive analytics through Machine Learning (ML) -based classification of a company's physical and digital information.

Adding structure to unstructured content, it provides business insights, data governance, and powerful visual search capabilities. The resulting enriched content can enable enhanced automated governance and workflow throughout your organization.



## HOW IT WORKS

Iron Mountain InSight “industrializes” the process of data capture and content enrichment. It supports data ingestion from various sources: physical (paper, tape) and digital (application-generated, human-generated).

Different contract types are ingested, along with any available metadata from the various source repositories. These documents are then processed to classify them using both visual and text-based classification. Relevant information from each contract type is extracted to enrich the metadata, which users can then leverage to drive analytics and decision-making, as well as providing rapid search and access to the documents.

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## BENEFITS FOR CONTRACT DEPARTMENTS

The enriched contract metadata is available via the InSight User Interface (UI), where users can leverage it to find answers fast. This UI can be customized to address the most frequent searches with just a couple of clicks.

- Quickly determine the exposure from limits of liability for a set of contracts, or find all contracts with non-standard terms.
- Assess potential risks and exposure across contract types, and identify any potential outliers.
- Easily find all the contracts and amendments across all service lines and geographies for a given customer or vendor.
- Rapidly find the latest version of a contract to use as a starting point for a new contract.

In addition to the contract department, Iron Mountain InSight can be extended to other areas of your company that also spend their time looking for agreements on a daily basis. These areas could include: Sales and Account teams, Revenue Management, Sales Operations and Marketing. With no additional user licensing fees, additional cross-functional users who require access to the data can be added to the platform.

If you are already using an existing contract management solution, Iron Mountain InSight has a rich API capability that allows for integration to other systems, enabling the classification and rich metadata from your content to be passed to your existing platform.

Find out more at [www.ironmountain.com.sg/InSight](http://www.ironmountain.com.sg/InSight)