



Perspective of the CEO

Upside Software offers significant value for organizations of all sizes and in all industries. UpsideContract enables effective contract management with a solution that supports regulatory compliance while entrenching effective business processes that provide immediate and lasting value. Our other products compliment UpsideContract extending its value into other functional areas further driving a fast ROI and continual value. The user configurable user interface in Version 4, along with the deep Office 2003 integration remove user adoption issues to ensure a fast ROI.

CEO's Business Needs

- A consistent, holistic, accurate and current picture of the organization.
- A clear view and understanding of contractual commitments to customers, especially ones that are sensitive and/or high-profile.
- A clear view and understanding of the contractual expectations of suppliers.
- A realistic picture of sales forecasts (deals in progress) and related liabilities.
- A list of customers or suppliers that need special attention.
- Ensure visibility of key commitments to customers and from suppliers.
- A clear picture of our project and work order activity status.
- Streamline operations and eliminate unnecessary administrative effort.
- Empower staff to make decisions and react quickly to customers' needs.
- Maintain central control while providing flexibility to allow business unit autonomy.
- Ability to operate globally, using localized languages and currency.

Business Solutions to Support the CEO

Upside Software offers a fully integrated product suite that includes:

UpsideContract is an enterprise-class contract management solution that provides full life-cycle contract management functionality including collaborative contract creation and negotiation, performance, compliance and risk management, event management, and amendment and renewal processing.

UpsideContract-LITE is the solution of choice for organizations wishing to start with a simple solution and grow it as their needs require, or for smaller organizations where an enterprise-class system is not required.

UpsideForms provides organizations the ability to capture very detailed information on custom, definable forms and utilize this information to make solid business decisions and calculations, as well as to perform analysis to ensure compliance and enforce accuracy.

UpsideRFX manages sourcing and procurement activities, facilitating collaborative creation and management of complex RFX (RFP, RFQ, RFI, etc.) documents and related processes with functionality that supports both the purchaser and vendor communities.

UpsideBilling automates QA and processing of invoices and bills, incoming and outgoing by applying business rules to identify errors and exceptions and to dynamically determine the workflow required to address them.

Sarbanes-Oxley Act

The Sarbanes-Oxley Act of 2002 (SOX) is a hot topic for companies and their executives. To help become and stay compliant with SOX requirements, organizations are leveraging contract management systems to effectively manage and report on their business relationships and activities.



About Upside Software

Upside Software is the worldwide leader in Contract Lifecycle Management (CLM) solutions. Customers around the globe use Upside Software's suite of products to confidently perform Contract Management, Sourcing & Procurement, and Invoice & Billing management activities throughout their organizations.

Upside Software's products address the needs of Enterprise (e.g. Fortune 500, Global 2000), Public sector (Federal, State / Provincial, Municipal and Health Care), and Small & Medium Enterprise (SME) customers. Customers realize significant cost savings while improving customer and supplier relationships. Upside Software's solutions are deployed in as little as 3 days and typically provide a full return-on-investment (ROI) in under a year.

Founded in 2000, Upside Software is a profitable, rapidly growing software company with an advanced, yet mature, and comprehensive product suite. The company has extensive experience delivering real value to customers of every size and in most industry verticals.

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Features for the CEO

- Single source for management of business relationships: end-to-end procurement, contract, activity and invoice/billing management.
- Risk identification and management.
- Performance management.
- Compliance tracking and management – ensure compliance to SOX, SAB 101, HIPAA, etc.
- Extensive financial controls – automated invoice processing, budgeting and forecasting, reporting, etc.
- Advanced business rules engine and dynamic workflow determination and management.
- Extensive flexibility to support any business process.
- Automated event management with electronic notification.
- Very strong security based on role, organization and financial authority.
- Full multilingual (Unicode) support.
- Web based for quick deployment and improved accessibility.
- Full and easy integration with any other system including ERP, SRM, CRM, legacy, etc.
- Fast ROI – often less than 90 days.

Business Benefits for the CEO

- Provides savings of up to 80% on processing and management costs for contracts, procurement, projects and work-orders, and invoices and billing.
- Increases visibility and accessibility of contracts, commitments and activities across the enterprise.
- Ensures company policies and procedures are followed.
- Enables proactive contract and financial governance.
- Helps ensure compliance with regulations (e.g. SAB 101, SOX, etc.).
- Improves relationships with all stakeholders – employees, customers, suppliers, etc.
- Involves the right people at the right time – better management of critical activities.
- Contributes to the bottom-line quickly – up and running in 3 to 40 days.
- Provides a significant return on investment – ROI within 1 year, typically in less than 90 days.



For more information about **Upside Software** visit www.upsidesoft.com.

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