

## UpsideContract — Competitive Feature Comparison

Feature	UpsideContract	Competitor #1	Competitor #2	Competitor #3	Competitor #4	Competitor #5	Competitor #6	Competitor #7
Effective management of all contract types	YES	PARTIAL	PARTIAL	PARTIAL	PARTIAL	PARTIAL	PARTIAL	PARTIAL
Advanced, flexible, user-configurable interface	YES	YES	NO	YES	NO	NO	NO	NO
Pure Zero Footprint web deployment	YES	NO	PARTIAL	YES	PARTIAL	YES	PARTIAL	PARTIAL
Vendor/Supplier & Customer relationship management capabilities, incl. performance and Compliance Management	YES	NO	PARTIAL	YES	YES	PARTIAL	PARTIAL	PARTIAL
User defined field support and E-Forms for complete data management flexibility	YES	YES	NO	NO	YES	NO	NO	NO
Workflow engine that can be applied to any data object or document in the system	YES	NO	NO	PARTIAL	NO	YES	NO	NO
Ability to have workflow at a clause level and intelligently route for appropriate approval based on various data elements in the system	YES	NO	NO	NO	NO	NO	NO	NO

## UpsideContract — Competitive Feature Comparison

Feature	UpsideContract	Competitor #1	Competitor #2	Competitor #3	Competitor #4	Competitor #5	Competitor #6	Competitor #7
OLAP reporting to leverage contract related information for true business intelligence	YES	NO	NO	YES	NO	NO	NO	NO
Deployment manager eases software deployment and ongoing upgrades	YES	NO	NO	PARTIAL	PARTIAL	NO	PARTIAL	PARTIAL
Native integration with Microsoft Word – ability to export contracts to MS Word and manage changes in MS Word, with Import capabilities	YES	NO	NO	NO	PARTIAL	NO	PARTIAL	PARTIAL
Extensive redlining capabilities such as view all changes, view last changes and print with redline	YES	NO	YES	PARTIAL	PARTIAL	YES	NO	NO
MS Office 2003 and 2007 (and higher) integration, including DocX support – import, create, share, edit and negotiate contracts natively in MS Word	YES	NO	NO	NO	NO	NO	NO	NO

## UpsideContract — Competitive Feature Comparison

Feature	UpsideContract	Competitor #1	Competitor #2	Competitor #3	Competitor #4	Competitor #5	Competitor #6	Competitor #7
Clause analysis provides insight into which specific clauses have been changed and what those changes are	YES	NO	NO	NO	NO	NO	NO	NO
Template-based, collaborative contract creation, renewal and amendment with rules based review and approval workflow	YES	NO	NO	YES	YES	NO	YES	YES
Multi-template technology allows for creation of parent/child hierarchy to link related templates	YES	PARTIAL	YES	NO	YES	NO	YES	YES
Smart template technology that customizes contract content based on contract conditions and user entered variables	YES	NO	PARTIAL	NO	NO	NO	NO	NO
Localization capabilities with multi-language (incl. Asian language support) and multi currency support	YES	PARTIAL	NO	PARTIAL	YES	YES	NO	NO
Wizard-like contract/document creation and change request functionality	YES	PARTIAL	NO	PARTIAL	YES	YES	PARTIAL	YES

## UpsideContract — Competitive Feature Comparison

Feature	UpsideContract	Competitor #1	Competitor #2	Competitor #3	Competitor #4	Competitor #5	Competitor #6	Competitor #7
Legacy conversion functions that automate the conversion of existing contracts	YES	PARTIAL	YES	PARTIAL	YES	YES	PARTIAL	PARTIAL
Contract calculations enable complex, dynamic calculations to support royalty payments and other calculation-based processes	YES	NO	PARTIAL	NO	NO	PARTIAL	NO	NO
Compliance, performance and risk tracking, monitoring and event management	YES	PARTIAL	YES	YES	YES	PARTIAL	YES	YES
Event management and user notification	YES	YES	YES	YES	YES	YES	YES	YES
Integration with ERP, e-signature, financial legacy and back-end systems (incl. Asset, Document and Content Mgmt, etc.)	YES	YES	PARTIAL	YES	YES	PARTIAL	YES	YES
Built in ad hoc reporting that enables complex, user defined reports with user defined fields (UDFs)	YES	PARTIAL	YES	YES	NO	PARTIAL	NO	NO

## UpsideContract — Competitive Feature Comparison

Feature	UpsideContract	Competitor #1	Competitor #2	Competitor #3	Competitor #4	Competitor #5	Competitor #6	Competitor #7
Ability to generate contract summaries listing pertinent info at the click of a button	YES	YES	PARTIAL	YES	NO	PARTIAL	YES	PARTIAL
'Click to accept' functionality to indicate acceptance of contract terms	YES	NO	NO	NO	NO	NO	NO	NO
Ability to hide/mask confidential clauses from a group of users	YES	NO	NO	NO	NO	NO	NO	NO
Login tracking features records time/date, actions taken, and IP address	YES	NO	NO	NO	NO	NO	NO	NO
Ability to send and receive emails directly from application	YES	NO	NO	NO	NO	NO	NO	NO
Profitable for past 8 years and sustained double digit growth in revenues	YES	NO	NO	NO	NO	NO	NO	NO
Proven global deployment expertise with more than 200 global customers	YES	NO	NO	NO	NO	NO	NO	NO
Proven track record of ZERO customizations in all deployments	YES	NO	NO	NO	NO	NO	NO	NO

© 2009 Upside Software Inc. All rights reserved. Information supplied by Upside Software Inc. is believed to be accurate and reliable. Upside Software Inc. assumes no responsibility for errors in this material. Upside Software Inc. reserves the right, without any notice, to make changes in product design or specifications.