



Upside Software

www.upsidesoft.com
Suite 333, 9940 – 106 Street
Edmonton, Alberta T5K 2N2
1-877-984-2455

Company Facts

Upside Software provides enterprise contract management solutions for small to Global 2000 enterprises across multiple industries. Upside Software’s solutions automate the entire contracting life cycle — from collaborative contract negotiation and review through compliance monitoring and analysis. Upside Software augments these core contract management capabilities with solutions to automate and streamline sourcing, project management, and invoice matching and reconciliation. The company also provides strategic consulting and support services.

Financial Highlights

Founded in 2000, Upside Software is privately held and does not disclose revenue figures. However, company officials report that Upside Software is profitable and has seen a 1,300% increase in revenue since its inception three years ago. Upside Software also attained *Alberta Venture* magazine’s ranking as Alberta’s fastest growing company for 2004.

Who’s Who

- Ashif Mawji, CEO
- Kevin Saunderson, VP, Operations
- Doug Hay, VP, Development
- Dan Townsend, VP, Sales
- Cory Pockett, Director, Implementations
- Alex Fedossenko, Director, Customer Support

Key Customers

Upside Software services more than 40 customers across multiple private and public sector segments, including BNSF, Boeing, George Washington University, Ingersoll-Rand, Microsoft, HP, and Sony Ericsson.

Core Coverage	<i>Products and Services:</i>
	<ul style="list-style-type: none"> • Enterprise contract management software
	<i>Markets Served:</i>
	<ul style="list-style-type: none"> • Health care • Transportation • Education • Manufacturing • Oil and Gas • Retail • Packaging • Telecommunications • High-tech • Banking/insurance • Public sector • Media/entertainment
	<i>Geographic Functionalities:</i>
	<ul style="list-style-type: none"> • Global
	<i>Financial Status:</i>
<ul style="list-style-type: none"> • Private 	
<i>Founded:</i>	
2000	
<i>Number of Employees:</i>	
>70	



Key Partnerships and Acquisitions

Upside Software lacks a formal relationship with a systems integrator (SI). However, the company has conducted joint implementations with several global SIs. Upside has a strong partnership with Microsoft, which is both a technology partner and a customer.

Products and Services

Upside Software's contract management products include:

UpsideContract is a comprehensive and highly intuitive enterprise contract management solution with functionality to support collaborative contract creation, negotiation, and award. The solution also supports risk, performance, compliance, and deliverable tracking and management; invoicing and payment; and event monitoring and management. To foster usability and adoption, UpsideContract has similar navigation to (and integration with) Microsoft Office.

UpsideContract-LITE, a streamlined version of UpsideContract, allows customers to deploy specific process functionality — such as contract repository and search — to minimize up-front investment. Enterprises can add additional functionality later as their requirements and budgetary resources change.

UpsideContract-Office integrates UpsideContract and UpsideContract-LITE with Microsoft Office 2003 to streamline the creating, editing, and sharing of documents, as well as other functions. Intended for ease-of-use and rapid adoption, UpsideContract-Office allows users to access the features and functions of UpsideContract, including clause libraries and approval routing, all within the Microsoft Office environment.

Conclusions

Upside Software has created a comprehensive suite of contract life cycle management solutions that are differentiated by both their breadth of functionality and ease-of-use. These differentiators have allowed Upside Software to successfully win and deploy a growing stable of customers. Flexible pricing and delivery models and rapid time-to-value make Upside Software solutions accessible to customers across a diverse range of sizes and industry segments.