

Compa

Question

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Product Infor

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ny Information

Item

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Company name

Where is your company headquartered?

Are there any additional locations?

Are you a public or private company?

Has your company changed ownership/been acquired/merged in the past 3 years?

How many full time employees are currently employed by your company?

What is your company's vision and mission statement?

Please provide a brief overview of your company's background, experience and capabilities in delivering CLM business transformation.

What vertical markets/industry segments do you support and how?

What is your vision for expansion?

How long have you been in business?

What is your total number of customers and users?

Please describe how your system will help us reduce the TCO (Total Cost of Ownership) associated with managing our portfolio of legal systems and improve IT support efficiency.

What is your primary pricing model, unit costs as well as the potential value of the model?

Do you offer subscription based pricing? If so, how? What additional costs are there to consider?

What are the user types available?

Are there any other products you offer? Please explain.

Do you leverage a single data model across your solutions (configure, price, quote, contract, bill, renew)?

d Trends

What is your current product roadmap for your CLM offering for within the next 12 months and within the next two years?

What are the top three dominant trends unfolding in CLM business transformation? How does your product vision and roadmap intend to capitalize on those trends?

What are your differentiators? What impact has the CLM solution made on your customers?

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What is the name of the CLM module?
Provide a brief functional description of the product.
When was the first version of the product released?
What is the most current version of the product, and when was it released?
Provide a brief description of the enhancements included in the last several releases

[illegible]
