



Intelligent Business Solutions

Product Suite Overview

Upside Software's suite of products delivers exceptional business value by providing companies with improved visibility and control over critical business processes, including contract management, sourcing & procurement, and invoicing & billing activities.

UpsideContract is an enterprise-class contract management solution providing full contract lifecycle management functionality – including collaborative contract creation and negotiation, performance, compliance and risk management, amendment and renewal processing, and event management – in a package that is completely web-based with no plug-ins required.

UpsideContract-LITE is a scalable and flexible solution that offers companies the ability to purchase only the required functionality, and add functionality in the future as requirements grow. This approach allows organizations to obtain a feature-rich contract management solution with a minimum investment that can then be scaled up to the enterprise-class functionality of the full UpsideContract solution as requirements expand and budget permits.

UpsideContract-Office is a client-based interface to UpsideContract. UpsideContract-Office provides local document creation, editing, review, and sharing along with activity and communication management all within Microsoft Office's well-known user interface and environment.

UpsideRFX is a web-enabled e-RFX tool that supports all sourcing and procurement activities through collaborative creation and management of complex RFX documents (i.e., RFP, RFQ, RFI, etc.), reverse and forward auctions, and related processes, with functionality that supports both the purchaser and vendor communities.

UpsideBilling automates verification of invoices and bills, as well as the processes for finding errors, exceptions, and special conditions; then dynamically determines the workflow required for each document and / or line item streamlining the Accounts Payable and / or Accounts Receivable processes.

UpsideForms allows users to define their own forms for data capture and integrates these forms with the contracting process from the issuance of an RFX through the creation of the contract and subsequently the invoicing against those contracts. UpsideForms also provides companies with the ability to automate their deal generation processes and allows for a streamlined sale-to-contract transaction.

Complete Business Management Solutions

UpsideContract – Enterprise Contract Management

UpsideContract provides critical visibility and easy access to data and processes that are required in the current business world. It increases an organization's ability to understand and control business relationships and activities and ensures the greatest value possible from each and every contract.

Solution Highlights

- Completely web-based and pure zero footprint—no plug-ins or downloads are required on the client workstation, ensuring easy deployment.
- Effective management of all contract types (including buy side, sell side, IP, etc.).
- Vendor / supplier and customer relationship management capabilities, including Performance and Compliance Management.
- Powerful workflow engine that can be applied to any data object or document in the system.
- Integration with Microsoft Word – ability to import / export contracts to MS Word and manage changes in MS Word (while maintaining the structure and integrity of the document).
- Microsoft® Office 2003 - 2007 integration – import, create, share, edit and negotiate contracts natively in Microsoft Word as well as full offline processing.
- Wizard-like contract creation and change request functionality.
- Template-based, collaborative contract creation, renewal and amendment with rules based review and approval workflow.
- 'Smart Template' technology that customizes contract content based on contract conditions and user entered variables.
- Compliance, performance and risk tracking, monitoring and event management.
- Robust event management and user notification.
- OLAP reporting to leverage contract related information for true business intelligence.
- Advanced legacy conversion functions that automate the conversion of existing contracts.
- Full integration with ERP (all types, including SAP, Oracle, PeopleSoft, etc.), financial, legacy and back-end systems (including Asset Management, Document Management, etc.).
- Strong localization capabilities with multi-language (including double-byte character sets) and multi-currency support.

UpsideContract-LITE – Scalable Contract Management

UpsideContract-LITE offers the same feature richness as UpsideContract; however, through security and license control these features can be turned on and/or off, minimizing costs to your organization. This flexibility enables the seamless migration from the standard UpsideContract-LITE functionality to the full enterprise-class functionality of UpsideContract. This approach provides complete flexibility for companies to evolve their contract management processes over time and manage their investment in the solution accordingly.

Solution Highlights

- All the same features, functionality, and integration capabilities of our enterprise level solution, UpsideContract.
- Completely web-based and a true zero-footprint environment.
- Fully scalable to meet your organization's needs.
- The optimal solution to minimize cost to your organization and speed return on investment.



Complete Business Management Solutions

UpsideContract-Office – Microsoft® Office 2003- 2007 Integration

UpsideContract-Office supports full lifecycle contract management by improving collaborative contract creation and negotiation, and event management – providing direct access to web-based performance, compliance and risk management functionality via a special UpsideContract menu and Smart Document task pane right from within Microsoft Word.

Solution Highlights

- Handles contracts and contracting activities of all types including procurement, sales, legal, Intellectual Property, NDA, etc.
- On-line and off-line document creation, editing, review and sharing in Microsoft Word.
- Effective document import and conversion.
- Full document editing controls including protected text, clause alternatives, etc.
- Notification of activities and events in Microsoft Outlook.
- Direct access to online data and functions in UpsideContract or UpsideContract-LITE.

UpsideRFX – Sourcing & Procurement

UpsideRFX contributes to the bottom-line through improvements in spend management and supply management areas and does so very quickly through rapid deployment and high user adoption. By leveraging UpsideRFX as a tool for e-sourcing and e-supply management, organizations will achieve a fast ROI and will receive continued cost savings that will directly impact the bottom line.

Solution Highlights

- Advanced workflow to guide the RFX creation and management processes.
- Wizard-like request function for non-procurement staff.
- Advanced document creation functions and capabilities.
- Extensive functionality for the ongoing management of sourcing and procurement processes.
- Secure external vendor portal to maximize vendor participation.
- Comprehensive Reverse & Forward Auction capabilities.
- Seamless integration with other systems.

UpsideBilling – Invoicing & Billing

UpsideBilling automates and streamlines the review and approval processes, ensuring that invoices and bills fall within contracted parameters, thereby reducing irregularities, errors, and costly oversights. UpsideBilling also offers a secure external vendor portal allowing suppliers to enter and submit invoices online, resulting in a faster turnaround time for invoice processing while reducing overall cost of ownership.

Solution Highlights

- Web based portal for suppliers to enter invoices, check status of invoices and payments, and to dispute reduced payments.
- Rules engine to automate the review of invoices and dynamically determine the appropriate workflow for any exceptions.
- Detailed billing data enables business intelligence regarding internal resource utilization and customer buying trends.

UpsideForms – Custom, Definable Forms

UpsideForms provides organizations the ability to capture very detailed information and utilize this information to make solid business decisions and calculations, ultimately streamlining the contract lifecycle. The solution can also be effectively employed to perform analysis to ensure compliance and enforce accuracy.

Solution Highlights

- Flexible, configurable forms for capturing key contract related information.
- Advanced calculation capabilities streamlines activities involving pricing, rebates, royalties, bids, deals, etc. during the contract lifecycle.
- Robust forms engine processes pre-defined rules, validations, and calculations in response to data which is input by the user on the web form.

Upside Software customers experience rapid returns on their investment, typically realizing a full ROI in well under one year and often in less than 90 days after implementation.

For more information about our solution suite visit
www.upsidesoft.com.

Contact us at ask@upsidesoft.com.

About Upside Software

Upside Software is the worldwide leader in Contract Lifecycle Management (CLM) solutions. About 300 Customers around the globe use Upside Software's suite of products to confidently perform Contract Management, Commitment 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 very quickly and typically provide a full return-on-investment (ROI) in well under a year, often in less than six months.

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 (about 300) of every size and in most industry verticals.

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