

CONTRACT INTELLIGENCE FOR US FEDERAL AGENCIES AND GOVERNMENT CONTRACTORS

The Autonomous Federal Enterprise

Engineering Mission-Ready Contract Intelligence

Icertis and Accenture jointly deliver AI-native Contract Intelligence — secure, compliant with FAR and agency supplements, and purpose-built for agencies, defense primes, and government contractors navigating the most complex procurement environment in the world.

17M+

contracts in Icertis AI data lake

FedRAMP

Moderate Ready on Azure GCC High

\$8.6B

Saved in fraudulent payments by Accenture Federal (ML)

100+

Federal agencies served by Accenture

THE FEDERAL CONTRACTING CHALLENGE

Manual Processes Are Failing Mission-Critical Programs

Federal agencies and government contractors manage billions of dollars in contracts under a framework of extraordinary regulatory complexity — yet most rely on paper-based workflows, siloed data, and legacy systems that create compliance risk, cost overruns, and mission delays.

FAR and Agency Supplement Compliance at Scale

Thousands of clauses, agency supplements, and regulatory updates to track manually — with zero tolerance for error in audit situations.

Extended Procurement Lead Times (PALT)

Paper-based, manual processes inflate Procurement Administrative Lead Time, delaying program starts and mission delivery.

Post-Award Visibility Gap

Once contracts are awarded, obligation tracking, deliverable management, and performance monitoring fall into manual, disconnected processes.

Siloed Data Across Agencies & Primes

Fragmented applications with limited integration mean no unified view of contract performance, spend, or risk across sub-agencies and subcontractors.

Legacy Systems Blocking Modernization

Outdated infrastructure requires costly customization for every business process change, executive order, or new regulatory requirement.

The Federal Contracting Landscape Is Shifting — Fast

Emerging federal efficiency mandates are reshaping how agencies and contractors operate, with unprecedented emphasis on speed, transparency, and cost reduction. GenAI tools are becoming a competitive requirement — not just an efficiency enhancer.

Federal primes must now track and meet all contract requirements across base awards, modifications, and complex subcontractor networks — all while navigating FAR and agency supplements, CMMC 2.0, CAS, and rapidly evolving executive orders.

Accenture has helped 100+ federal agencies navigate these shifts. Paired with Icertis Contract Intelligence, they bring the most powerful CLM platform in the market directly to this challenge.

\$5B

Saved through federal consolidation & modernization

150

Legacy systems retired by Accenture Federal programs

“

Icertis and Accenture jointly deliver **enterprise-wide contract intelligence** — powered by trusted AI, embedded in the federal digital core, and designed for the security, compliance, and mission demands of US government operations.”

– JOINT VALUE STATEMENT • ICERTIS X ACCENTURE • FEDERAL SERVICES

CORE PARTNER CAPABILITIES

Four Pillars of Federal Contract Intelligence

Built on the Icertis Operate–Analyze–Engage AI Flywheel, implemented by the team that knows federal operations best.

Pillar 01

AI-Driven Contract Intelligence at Scale with Vera AI

Vera AI is purpose-built for contract complexity — trained on 17M+ enterprise contracts, with specialized legal agents for drafting, redlining, obligation tracking, and insights. In the federal context, this means AI that understands FAR language, agency supplements, and acquisition compliance natively.

- GenAI + specialized federal contracting agents (Vera Composer, Vera Redline, Vera Fulfillment)
- Vera Copilot for real-time contract authoring guidance and clause compliance checks
- AI dashboards for contract portfolio visibility across awards, mods, and subcontracts
- Human-in-the-loop validation and explainable AI for federal oversight requirements

Pillar 02

Modern CLM Starts with Trusted, Structured Federal Data

The foundation of autonomous contracting is clean, normalized data that AI can act on. Icertis transforms legacy contract documents, third-party paper, and unstructured acquisition data into structured intelligence — the single source of truth federal organizations have never had.

- AI-powered ingestion: reads, parses, and extracts CLINs, SLINs, ACRNs, CDRLs, and clauses automatically
- Federal Clause Adapter: syncs with Acquisition.gov and GovInfo.gov for live FAR and agency supplement updates
- Obligation extraction, risk scoring, and metadata enrichment across the full contract portfolio
- DiscoverAI for PubSec: digitizes and normalizes all legacy and third-party contracts automatically

Pillar 03

Enterprise Integration Across the Federal Digital Core

Federal contracting doesn't live in isolation — it connects to ERP, procurement, HR, finance, and acquisition systems. Icertis integrates deeply with federal platforms, and Accenture delivers the system architecture expertise to make those integrations work seamlessly.

- Native integrations with SAM.gov, Acquisition.gov, FPDS, and federal ERP systems (SAP, Oracle)
- Source-to-contract and RFx-to-award workflows with SAP Ariba and S/4HANA
- Salesforce, Workday, and identity management system connectors for cross-agency data flow
- Accenture's FedGenius platform enables secure LLM deployment alongside Vera AI

Pillar 04

Proven Federal Transformation Blueprint with Accenture

Accenture brings cleared delivery teams, pre-built federal accelerators, and mission-specific expertise honed across 100+ federal agency engagements — a federal-first implementation methodology built for the unique demands of public sector contracting.

- AI pilots on NDAs, subcontract triaging, and zero-touch contract renewals
- Risk-aware, security-first adoption approach (CMMC 2.0, ITAR, FISMA-aligned)
- Federal Legal Ops + Procurement modernization expertise and change management
- Accelerated time-to-value with pre-built federal templates, clause libraries, and workflow accelerators

From Capture to Closeout — AI at Every Step

The only contract lifecycle management solution purpose-built for the complete government contracting journey, with AI embedded across every stage — not bolted on after the fact. Serving both Federal Agencies and Government Contractors throughout the acquisition lifecycle.

01 Contract Drafting & Solicitation (Agency)

Government teams author solicitations using pre-approved templates and clause libraries. AI ensures inclusion of FAR and agency supplements for compliance. Automated workflows handle internal reviews, approvals, and SAM.gov publication.

02 Opportunity Capture (Contractor)

Contractors ingest solicitation data directly from SAM.gov. AI structures requirements, clauses, and deliverables into a searchable repository. Risk scoring and compliance gap analysis performed instantly. Capture teams execute NDAs and teaming agreements.

03 Proposal Development & Submission (Contractor)

Centralized workspace for proposal creation with AI-driven compliance checks. Automated color team review workflows and version control. Pricing, legal, and capture teams collaborate in real time. Final proposal packaged and submitted through secure channels.

04 Evaluation, Negotiation & Award (Agency & Contractor)

AI-assisted clause comparison and deviation analysis during negotiations. Automated redline tracking and approval workflows for both parties. Risk and cost impact insights surfaced in real time. Award finalized and contract executed with full audit trail.

05 Subcontracting & Obligation Management (Contractor)

Automated flow-down of prime contract terms to subcontractors. Compliance checklists, SAM/EPLS verification, and certification tracking. Obligation and funding management with real-time visibility into burn rates. AI-driven alerts for key milestones and risk indicators.

06 Performance & Compliance (Agency & Contractor)

Real-time tracking of deliverables, CDRLs, KPIs, and performance metrics. Built-in DCMA/DCAA audit support with automated corrective action workflows. Continuous monitoring of regulatory compliance and cybersecurity requirements. AI-powered insights to identify revenue leakage and risk exposure.

07 Contract Closeout (Agency & Contractor)

Automated closeout checklists and final invoicing workflows. ERP reconciliation and documentation archiving with full audit integrity. AI-driven validation of deliverable completion and financial compliance. Complete historical record for future audits and recompetes.

Outcome: A single, AI-powered platform that unifies the entire lifecycle for agencies and contractors — from solicitation drafting to final closeout — reducing risk, accelerating timelines, and ensuring compliance at every step.

WHY ICERTIS × ACCENTURE

Where the World's Leading CLM Platform Meets Federal Implementation Expertise

Federal technology programs fail for people-and-process reasons as often as technology reasons. This partnership addresses all three — and adds a federal-specific security posture that generic enterprise CLM cannot match.

What Icertis Brings

Icertis Government Contractors Edition

A specialized solution designed exclusively for government contractors to address the unique complexities of federal contracting. This is not a generic CLM retrofitted for compliance — it is a contractor-first platform built with deep domain expertise in FAR, agency supplements, CMMC, and FedRAMP requirements. Its roadmap is shaped by the realities of government contracting, minimizing costly customizations and empowering contractors to manage obligations, mitigate risk, and achieve compliance faster than any alternative.

Pre-configured Federal solutions

Not a commercial platform adapted for government. Icertis Federal Government Edition and Icertis Government Contractors Edition are purpose-built with FAR and agency supplement clause libraries, SAM.gov integration, and federal workflow standards out of the box.

Secure federal cloud deployment

Running on Microsoft Azure Government (GCC High), FedRAMP Moderate Ready, NIST 800-53 compliant, and ITAR-capable. Data never leaves the authorized government cloud boundary.

What Accenture Brings

Cleared delivery teams and mission expertise

Accenture has supported 100+ federal agencies across Defense, Intelligence, Civilian, Health, and Public Safety sectors with the cleared staff to do so securely.

Proven federal transformation at scale

\$5B saved through consolidation, \$8.6B in fraudulent payments stopped, 273M cyber attacks blocked, and 150 legacy systems retired — the track record that backs AFS's implementation work.

FedGenius + Vera AI

Accenture's FedGenius platform enables secure GenAI deployment across federal agencies. Paired with Icertis's Vera AI, it creates a fully integrated, government-cloud-native AI contracting capability.

IDC MarketScape Leader

Named a Leader in US Federal Government Cloud Professional Services and US Federal Government Cyber Professional Services — the domain credibility to make CLM transformation stick.

FEDERAL-SPECIFIC CAPABILITIES

Built for How the Federal Government Actually Contracts

Generic CLM fails in the federal environment. These capabilities are purpose-designed for the regulatory complexity, security requirements, and workflow demands of government contracting.

Federal Clause Adapter

Automatically synchronizes with Acquisition.gov and GovInfo.gov to maintain a current FAR and agency supplement clause library. Alerts contract professionals when regulatory changes affect their portfolio — before an audit finds it first.

AI-Powered RFX & Source Selection

Conduct market research, issue RFIs, draft and release solicitations via SAM.gov, and manage source selection documentation — all within a single platform that migrates critical selection data into the post-award lifecycle automatically.

Obligation & CDRL Management

AI extracts and tracks every obligation, deliverable, and performance commitment across the contract portfolio in real time. Automated alerts on approaching deadlines, scope changes, and performance issues — with DCMA/DCAA audit support built in.

Prime-to-Sub Flow-Down Automation

Automatically applies prime contract terms and required government flow-downs to subcontracts. Compliance checklists configurable by award type and dollar volume — SAM/EPLS verification, SMB certifications, and security accreditations tracked for every tier.

DiscoverAI for Public Sector

AI-powered discovery and digitization of legacy paper contracts, third-party formats, and historical awards. Extracts attributes, clauses, and obligations, then benchmarks them against FAR and Agency Supplement requirements and your own playbook positions.

Audit-Ready Intelligence

Every contract action, modification, approval, and clause change is logged, versioned, and stored with full audit trail integrity. Role-based access controls, data residency on GCC High, and NIST 800-53 controls ensure audit readiness from day one.

WHO WE SERVE

Built for Federal Leaders Across the Acquisition Enterprise

From the Contracting Officer's Representative to the Chief Acquisition Officer — every role in the federal contract lifecycle benefits from AI-powered intelligence and automation.

S

Chief Acquisition Officer / Head of Contracting

Needs end-to-end visibility across the acquisition portfolio, measurable PALT improvement, and a defensible compliance posture. Icertis delivers all three with a single, auditable system of record.

General Counsel / Chief Legal Officer

Requires automated FAR and Agency Supplement compliance monitoring, real-time obligation tracking, and risk scoring across the contract portfolio — without growing headcount to do it.

CFO / Finance & Program Leadership

Seeks contract-to-financial integration to prevent revenue leakage, ensure accurate billing, and maintain financial compliance across cost-plus and fixed-price award types.

S & CHAMPIONS

Legal Operations & Contracting CoE

Drives platform adoption, workflow configuration, and AI-readiness. Icertis Academy provides dedicated federal training paths and certification for contracting professionals.

Program Managers & CORs

Need real-time visibility into deliverable status, obligation fulfillment, and subcontractor performance — without waiting for weekly reports from a contracts team.

CIO /IT & Transformation Office

Requires FedRAMP-compliant deployment, legacy system integration, and an AI governance posture aligned with federal policy. Accenture’s federal technology practice bridges the implementation gap.

CUSTOMER SUCCESS STORIES

Proven in the Field Across Federal Agencies and Government Contractors

The following engagements illustrate the real-world impact of Icertis Contract Intelligence and Accenture across the federal contracting lifecycle. Customer names have been masked to preserve confidentiality.

A LEADING DOD LOGISTICS AGENCY

Context

One of the largest federal agencies responsible for end-to-end procurement and logistics for the Department of Defense, supporting mission readiness for a global workforce of more than 24,000 personnel, selected Icertis to modernize its contracting operations and meet federal IT modernization mandates.

Outcome

By integrating with SAP Procurement for Public Sector, the Icertis platform established a single source of truth for contracts — improving compliance, increasing transparency, and optimizing resources. AI-powered dashboards and automated workflows accelerated reporting and reduced administrative bottlenecks, positioning contracting as a strategic advantage for the mission.

A LARGEST FEDERAL ENGINEERING PRIME

Context

One of the largest engineering and infrastructure government contractors in the US chose Icertis to transform its federal contracting processes and strengthen compliance with FAR and agency supplement requirements across complex, multi-year defense and civilian programs.

Outcome

Using AI-driven obligation tracking, automated clause management, and real-time subcontractor performance visibility, the organization reduced risk, accelerated contract cycles, and maintained continuous audit readiness — enabling confident delivery on mission-critical projects across its federal portfolio.

A MAJOR FEDERAL TECHNOLOGY SERVICES PROVIDER

Context

A leading provider of managed communications and technology services to the US federal government successfully implemented Icertis Contract Intelligence with Accenture as the delivery partner — enabling end-to-end management of complex, multi-year government contracts.

Outcome

By automating FAR and agency supplement clause management, integrating with enterprise financial systems for complete funding visibility, and leveraging Vera AI insights for obligation and risk management, the organization improved operational efficiency, strengthened its compliance posture, and reduced time-to-compliance on new contract awards.

READY TO MODERNIZE FEDERAL CONTRACTING?

Accelerate Your Federal CLM Journey Today

Whether you're a federal agency modernizing acquisition systems or a government contractor looking to win more and perform better, Icertis and Accenture have the platform, the expertise, and the federal-specific experience to get you there — faster and more securely than any alternative.

[Request a Demo](#)

[Explore Solutions](#)