

CONTRACT INTELLIGENCE FOR AUTOMOTIVE, CONSTRUCTION, ENERGY,  
MANUFACTURING & TRANSPORTATION

# The Autonomous Industrial Enterprise

Engineering Commercial Excellence at Every Stage of the Value Chain

Icertis and Accenture jointly deliver AI-native Contract Intelligence that transforms how industrial companies manage supplier relationships, protect margins, ensure compliance, and turn contracts into a strategic source of competitive advantage — across every sector of the industrial economy.

17M+

contracts in Icertis AI data lake

1 in 3

Fortune 100 companies trust Icertis

9%

revenue leakage from suboptimal contracts<sup>1</sup>

7,000+

Accenture Industrial Business Group Consultants

## THE INDUSTRIAL CONTRACTING CHALLENGE

### Complex Value Chains, Compressed Margins, and Contracts That Can't Keep Up

Industrial companies operate at the intersection of global supply chains, volatile commodity markets, regulatory complexity, and accelerating digital transformation — yet most rely on fragmented, manual contract processes that fail to protect margins or provide the visibility needed to respond with speed.

#### Multi-Tier Supplier Visibility Gap

OEMs, manufacturers, and contractors manage thousands of supplier contracts across Tier I, II, and III — with no unified view of pricing, capacity, delivery terms, or risk exposure at the clause level.

#### Margin Erosion from Contract Leakage

Suboptimal contract terms combined with poor fulfillment tracking can erode up to 9% of annual revenues. Price escalation clauses, rebates, and volume commitments go untracked and uncollected.

#### Geopolitical & Tariff Disruption

Rapid shifts in trade policy, tariffs, and sanctions require industrial companies to identify affected

contracts and trigger renegotiations faster than manual processes allow.

#### ESG & Regulatory Compliance at Scale

Sustainability commitments, carbon reporting obligations, and sector-specific regulations must be tracked and enforced across millions of contract clauses — manually today, systematically tomorrow.

#### Legacy Systems Blocking Digital Transformation

Disconnected ERP, procurement, and contract systems prevent the real-time intelligence needed to run modern industrial operations — from sourcing to delivery to closeout.

<sup>1</sup> World Commerce & Contracting Association

## The Industrial Sector is at a Digital Inflection Point

Industrial companies face simultaneous pressure: the energy transition, the shift to software-defined vehicles, geopolitical supply chain fragmentation, and an accelerating mandate for AI-powered operations.

Accenture research identifies automotive as the benchmark for digital supply chain transformation. Oil & Gas and energy sectors show the highest future growth trajectory. Manufacturing faces compounding pressure from tariffs, supply chain resilience mandates, and Industry 4.0 adoption.

Contracts sit at the center of every one of these challenges — yet remain the least digitized layer of the industrial enterprise. That ends here.

# \$100M

Saved by Accenture via AI supply chain control towers

# 90+

Countries where Icertis is deployed globally

“

*Icertis and Accenture jointly deliver **enterprise-wide contract intelligence for industrial companies** — powered by Vera AI, embedded in the digital supply chain core, and designed to protect margins, accelerate commercial cycles, and turn every supplier and customer contract into a source of competitive advantage.”*

– JOINT VALUE STATEMENT • ICERTIS X ACCENTURE • INDUSTRIALS

### INDUSTRIAL SECTOR COVERAGE

## Purpose-Built for Every Corner of the Industrial Economy

Icertis and Accenture bring deep, sector-specific expertise across the five major industrial verticals — with tailored capabilities, integrations, and proven transformation blueprints for each.

### Automotive

Contract-centric sourcing, Tier I-III supplier visibility, OEM pricing, SDV frameworks, Mercedes-Benz & BMW proven

### Construction & EPC

Capital project contracts, owner-contractor-subcontractor lifecycle, change order management, lien compliance

### Energy & Utilities

Energy supply chain contracts, transition obligations, regulatory compliance, tolling & trading agreements

### Manufacturing

Supplier contracts, cost-down agreements, rebate management, ESG clause tracking, Industry 4.0 integration

### Transportation & Logistics

Freight carrier contracts, customer SLAs, equipment leases, multi-modal agreement management

## CORE PARTNER CAPABILITIES

## Four Pillars of Industrial Contract Intelligence

Built on the Icertis Engage–Operate–Analyze AI Flywheel, delivered by Accenture's industrial transformation experts across the value chain.

## Pillar 01

### AI-Driven Contract Intelligence with Vera AI

Vera AI is trained on 17M+ enterprise contracts and understands the nuances of industrial language — price escalation clauses, capacity commitments, take-or-pay provisions, change orders, and multi-tier flow-down obligations.

- Vera Composer & Redline Agents for automated drafting and negotiation across supplier & customer contracts
- Vera Obligations for real-time tracking of delivery, pricing, ESG, and compliance commitments
- Vera Insights for portfolio-level analytics — margin leakage, risk exposure, renewal opportunities
- OmniModel architecture: use any LLM with Icertis accuracy and industrial contract data layer

## Pillar 02

### Trusted Contract Data at the Core of the Supply Chain

Industrial supply chains run on commitments — but those commitments live in fragmented, unstructured contract documents. Icertis transforms this data into a structured, connected intelligence layer the entire enterprise can act on.

- AI-powered ingestion of legacy and third-party contracts — extracting pricing, volumes, obligations, and risk terms
- Single source of truth across buy-side (supplier) and sell-side (customer) contract portfolios
- Clause-level visibility into price escalation triggers, rebate structures, volume thresholds, and ESG obligations
- Structured contract data connected to ERP, PLM, and supply chain platforms in real time

## Pillar 03

### Enterprise Integration Across the Industrial Digital Core

Industrial enterprises run on SAP, Oracle, Salesforce, and specialized procurement and manufacturing platforms. Icertis integrates natively — and Accenture delivers the architecture expertise to connect contracts with every system that matters.

- Native SAP Ariba + S/4HANA integration; embedded agent experience in Next-Gen SAP Ariba
- Oracle, Salesforce, Workday, and Microsoft connectors for cross-functional contract data flow
- Accenture Siemens Business Group: 7,000+ professionals connecting Icertis with Siemens Xcelerator & Teamcenter PLM
- Supply chain control tower integration for real-time contract vs. delivery performance monitoring

Pillar 04

## Proven Industrial Transformation Blueprint with Accenture

Accenture brings end-to-end industrial transformation credentials — from Staufen AG's operational excellence expertise to Industry X digital engineering capabilities — to deliver CLM implementations that connect contracts to physical industrial operations.

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WHY ICERTIS X ACCENTURE FOR INDUSTRIALS

## The Only Partnership Built for Industrial Complexity

Most CLM platforms are designed for legal departments. This partnership is designed for industrial enterprises — where contracts govern supply chains, physical delivery, capital projects, and the energy transition simultaneously.

### What Icertis Brings

#### The world's most trusted AI-native contract platform

Trusted by more than one-third of the Fortune 100, Icertis is recognized by IDC MarketScape as a Leader in AI-Enabled Buy-Side CLM (2025). Industrial customers including Mercedes-Benz, BMW, and KION rely on Icertis as their contract intelligence backbone.

#### Deep industrial domain expertise in the AI

Vera AI is trained on 17M+ contracts including automotive supplier agreements, energy tolling contracts, construction EPC terms, and manufacturing cost-down schedules. It understands industrial language — not generic legal text.

#### Pre-built industrial clause libraries & templates

Out-of-the-box support for take-or-pay, capacity reservation, price escalation, rebate, flow-down, and supply chain resilience clause management — reducing implementation time and customization costs.

#### Enterprise-grade security & global scale

Deployed across 90+ countries with ISO 27001, SOC 2 Type II, and enterprise data residency controls. Built on Microsoft Azure with native SAP and Oracle integrations.

### What Accenture Brings

#### Accenture Siemens Business Group

A dedicated practice of 7,000+ professionals combining Accenture's AI and data capabilities with Siemens Xcelerator's industrial technology portfolio — creating a unique ability to connect contract intelligence with digital manufacturing and engineering systems.

#### End-to-end supply chain reinvention leadership

Named in HFS Research's Intelligent Supply Chain Services 2025 rankings, Accenture's supply chain practice delivers agentic, AI-first reinvention — with \$100M in documented client savings from supply chain AI deployments.

#### Staufen AG: Operational excellence in manufacturing

With the Staufen acquisition, Accenture brings hands-on manufacturing shopfloor expertise across automotive, aerospace, industrial goods, and medical equipment — connecting contract obligations to real production and logistics performance.

#### Proven value chain transformation at scale

From reinventing KION's engineering processes to autonomous supply chain deployments for global automotive and energy clients, Accenture delivers CLM programs that create lasting commercial advantage.

## INDUSTRIAL-SPECIFIC CAPABILITIES

## Built for How Industrial Enterprises Actually Contract

Generic CLM platforms miss the commercial complexity of industrial contracting. These capabilities are purpose-designed for the pricing structures, supply chain dynamics, and regulatory demands of automotive, energy, construction, manufacturing, and transportation.

### Multi-Tier Supplier Contract Visibility

Full transparency into Tier I, II, and III supplier contractual obligations — pricing, capacity, delivery terms, quality commitments, and compliance clauses — at the attribute and obligation level across the entire supply chain network.

### Price Escalation & Rebate Intelligence

AI automatically tracks price escalation triggers, volume rebate thresholds, and cost-down commitments across thousands of supplier contracts — alerting commercial teams before missed opportunities or adverse terms go unnoticed.

### ESG & Sustainability Clause Management

Embed, track, and enforce supply chain resilience obligations across the supplier base — responsible sourcing commitments, conflict mineral disclosures, supplier diversity requirements, and regulatory due diligence — with AI-powered obligation monitoring and complete audit trails.

### Capital Project & EPC Contract Control

Single source of truth for large-scale capital projects spanning owner, architect, engineer, and construction management contracts. Change order management, milestone tracking, lien waiver workflows, and construction compliance — all automated.

### Energy & Commodity Agreement Management

Manage the full lifecycle of energy supply agreements, power purchase contracts, tolling arrangements, and commodity trading terms — with AI-powered risk monitoring, regulatory compliance tracking, and ETRM system integration.

### Geopolitical Risk & Tariff Response

When trade policy shifts, Icertis identifies affected contracts across the portfolio in minutes — flagging force majeure clauses, tariff adjustment provisions, country-of-origin terms, and renegotiation triggers — giving procurement teams a prioritized response plan.

## WHO WE SERVE

## Built for Commercial Leaders Across the Industrial Enterprise

From the CPO managing a \$10B supplier base to the GC protecting the enterprise from supply chain litigation — every commercial role in the industrial enterprise benefits from AI-powered contract intelligence.

## Commercial Leadership

### Chief Procurement Officer / VP Sourcing

Needs complete visibility into supplier contract performance, price escalation exposure, and rebate recovery — with AI that connects contracts to actual supply chain outcomes and flags risks before they become disruptions.

### General Counsel / Chief Legal Officer

Requires a defensible, auditable contract repository with AI-powered risk scoring, obligation tracking, and automated clause management — without scaling the legal team proportionally to the contract portfolio.

### CFO / Chief Commercial Officer

Seeks to recover the 9% revenue leakage from underperforming contracts — with real-time visibility into pricing, volume, and rebate terms that connect contract commitments directly to P&L outcomes.

## Operational &amp; Technology Leadership

**Supply Chain & Operations Leadership**

Needs contracts connected to supply chain execution systems — so delivery performance, capacity utilization, and obligation fulfillment are visible in the same dashboard as contract commitments.

**Legal Operations & Contract Management CoE**

Drives platform adoption, clause library governance, and AI-readiness. Icertis Academy provides industrial-specific training paths and certification programs for contract professionals.

**CIO / Digital Transformation Officer**

Requires a CLM platform that integrates natively with SAP, Oracle, and industrial systems — and an AI governance posture aligned with enterprise data strategy. Accenture's Industry X practice delivers the integration architecture.

## CUSTOMER SUCCESS STORIES

## Proven Across the Industrial Value Chain

Leading industrial enterprises are already realizing the value of AI-native contract intelligence. The following stories illustrate real transformation across energy and manufacturing — two sectors at the heart of the industrial economy.

ENERGY & UTILITIES • NORWAY

**Equinor: Treating Contracts as Strategic Assets****Context**

Equinor is a \$100 billion broad energy enterprise operating across pipelines, refineries, shipping, wind farms, and offshore fields in the North Sea and beyond. As the company pursued digital transformation, leadership recognized that contracts — governing supplier relationships, capital projects, and asset-backed trading — were among the company's most valuable and least optimized assets.

**Solution**

Equinor deployed Icertis integrated with SAP Ariba to transform its marketing and supply contracting functions — enabling streamlined procurement and contract management across its complex multi-asset, multi-geography operations, with AI capabilities to extract maximum value from each agreement.

**Outcome**

Greater efficiency, transparency, and value extraction from contractual assets. The platform provides a state-of-the-art contract intelligence foundation to drive operational excellence across all energy sectors — from offshore oil and gas to renewable energy.

“

*To really get the most value out of these contracts, it's key for us to have a state-of-the-art contract intelligence platform.”*

– KRISTOFFER KAALD, IT MANAGER, EQUINOR

MANUFACTURING • PAINTS & COATINGS • NETHERLANDS

## AkzoNobel: Turning Fragmented Contracts into a Growth Engine

### Context

AkzoNobel, one of the world's largest paint and coatings manufacturers, operates across 150+ countries with 8 business units and ~32,000 employees. Each region and BU managed contracts through its own tools — OneDrive, Excel, shared drives — creating a fragmented landscape with no single source of truth, inconsistent templates, and significant risk exposure.

### Solution

AkzoNobel selected Icertis to modernize its sell-side contracting. A three-phase rollout standardized contract intake, drafting, approvals, and e-signatures (Adobe Sign) across all 8 business units. SAP and CRM integrations enabled large-scale legacy migration with OCR processing.

### Outcome

All 8 business units live on Icertis. Approximately 90% of new commercial contracts now created and executed on the platform. Large legacy backlog digitized in year one. AkzoNobel now uses contract data as a business intelligence tool to optimize commercial terms across global markets.



*Icertis has helped us transform contracting from a manual necessity into a strategic capability. It's not just about signing faster — it's about seeing further."*

— MATILDE MONTANARI, LEGAL OPERATIONS MANAGER, AKZONOBEL

READY TO TRANSFORM INDUSTRIAL CONTRACTING?

## Start Your Industrial CLM Transformation Today

Whether you're an automotive OEM managing a global supplier network, an energy company navigating the transition, or a manufacturer protecting margins in a volatile trade environment — Icertis and Accenture have the platform, the industry expertise, and the AI to get you there.

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