



Hewlett Packard Enterprise Powers 100,000 Business Relationships with Icertis

Single solution delivers enhanced visibility,
compliance, and reporting across global teams.

The Hewlett Packard Enterprise logo, consisting of a green horizontal bar above the text 'Hewlett Packard Enterprise' in a bold, sans-serif font.

**Hewlett Packard
Enterprise**

Solution Highlights

- 100000+ customer contracts executed through Icertis
- 27 contracts types have been configured
- 93% reduction in contract creation time

Challenge

Hewlett Packard Enterprise's mission is to pursue bold solutions that drive transformation, and contract management is no exception.

As Ralph Bridges, IT Architect, CLM at HPE, explains, "At HPE, our contracts manage our relationships with our partners, and so establishing that relationship and managing that relationship, all of it runs around the lifecycle of a contract."

However, HPE faced significant challenges in managing its contracting processes. Contract management was fragmented with multiple business units operating independently, leading to inefficiencies, communication gaps, and siloed information.

Contracts were stored in various locations, making it difficult for teams to stay aligned, share information, and ensure compliance. The need for a unified system to manage contract lifecycles across different departments became critical as HPE sought to streamline processes and improve visibility across the organization.

Solution

HPE chose Icertis due to Icertis' reputation as the leading provider of enterprise-grade contract management software.

With Icertis, HPE aimed to centralize its contract management processes, creating a single source of truth for all contracts across the company. The platform integrated seamlessly with HPE's existing systems, simplifying internal and external processes.

Icertis allowed HPE to consolidate from three systems to one, dramatically reducing IT complexity.

Icertis provided the infrastructure to manage contracts efficiently, whether establishing partnerships, generating statements of work for services, or ensuring compliance across departments.

As Bridges notes, "We wanted to take that same approach... to have a single source of truth for contracts, and that's why we centralized all our contracts around Icertis."

Benefits

With Icertis in place, HPE experienced immediate improvements in contract efficiency. The time to create and manage contracts was drastically reduced—from weeks to minutes. This has simplified the contracting process internally and externally, reducing the number of systems and manual steps required.

HPE now manages over 100,000 contracts within the Icertis system, streamlining operations and positioning the company for growth.

"Icertis has allowed us to simplify contracting process, reducing our IT overhead, and positioning us for growth," Bridges says.

By centralizing its contract management, HPE now operates with greater speed, accuracy, and scalability.

About Icertis

Icertis is the global leader in AI-powered contract intelligence. The Icertis platform revolutionizes contract management, equipping customers with powerful insights and automation to grow revenue, control costs, mitigate risk, and ensure compliance - the pillars of business success. Today, 30% of the Fortune 100 trust Icertis to realize the full intent of millions of commercial agreements in 90+ countries.

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Ralph Bridges, IT Architect, CLM

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Hewlett Packard Enterprise (HPE) provides IT solutions, focusing on cloud services, data storage, networking, and edge computing.