



Best Buy Deploys the Icertis Contract Intelligence Platform to Digitally Transform Commerce

Leading North American Electronics Retailer Improves Turnaround Time by 70% by Reimagining Contract Management

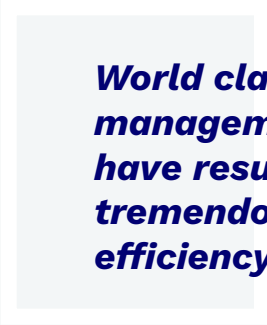


The Challenge

Best Buy's purpose is to enrich lives through technology. To keep shelves stocked, the company enters into thousands of agreements with product manufacturers, with detail provisions pertaining to promotions, rebates, and other commercial details. For many organizations, managing these programs, from initial contracting between partners all the way through to settlement, can create challenges including lost revenue and reduced margins, wasted time on manual promotion tracking and poor visibility across the contract value chain.

The Solution

Best Buy deployed the Icertis Contract Intelligence platform to accelerate its rebate and promotional contracting with key partners to drive efficiency and reduce risk across the organization. Best Buy chose the Icertis platform to digitize its manual contracting processes, thereby increasing velocity, creating a single source of truth for tens of thousands of supplier agreements and improving the vendor experience.



World class contract management capabilities have resulted in tremendous increases in efficiency at Best Buy.

The Results

With Icertis fully implemented, Best Buy is benefiting from world class contract management capabilities that have resulted in tremendous increases in efficiency for their business team and vendor partners. In fact, the retailer's category team has improved contract turnaround time by 70% by reimagining rebate management, improving cash flow. With the accelerating pace of commerce, enterprises in every industry are looking for new sources of value to help them survive and compete. Icertis delivers that value.