

Contract management: how Airbus and Sanofi went digital

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Like Sanofi and Airbus, a growing number of large groups are turning to cloud-based solutions to gain efficiencies in supplier contract processes. Focus on practices that have the wind in their sails.

Digital to improve contract management and business relationships. This is what the Airbus Group wanted when it formalized a few weeks ago its merger with Icertis, a specialist in enterprise contract management solutions in the cloud. The need to find agility, via dematerialization, affects all areas directly or indirectly related to professional purchasing. One of the major challenges of iconic global companies such as Airbus is to optimize their commercial relations. *“The ICM product portfolio, consisting of the platform and dedicated applications, enables companies to achieve this goal by more effectively connecting business opportunities with their supply chain, filling one of the biggest gaps in companies of the digital age, ”* says Samir Bodas, co-founder of Icertis.

The integrated business processes of such platforms, covering vendor selection and contract management, and the ability to easily integrate the platform with existing sourcing solutions, play a vital role in the selection and adoption of such a solution. At Airbus, this development concerns Airbus Commercial Aircraft, Helicopters and Defense and Space divisions. The group places contracts at the center of its selection process. He is now able to optimize relationships with his suppliers, accelerate trade negotiations and improve compliance.

Security and optimization

The pharmaceutical group Sanofi has also taken the step towards such a mutation. *“We were looking for a Contract Lifecycle Management (CLM) system because we wanted to improve our existing process which was perceived as slow and inefficient by internal applicants and lacked clarity about the roles and responsibilities of the different actors involved. Purchasing, legal professionals or business in general We also had a decentralized and heterogeneous application environment offering basic approval flow functionalities, without the possibility of management or central reporting “,* explains Céline Arquizan, Global project leader at Sanofi. Finally, she pointed out that the purchasing functions and legal were becoming global and required a single and comprehensive CLM tool to better understand, understand and monitor contract data and to improve the overall process of contracting activities.

In a statement, **Airbus said it focused on the reassuring aspect of this breakthrough** : *"The ICM supplier selection platform and application will enable us to digitally transform our trading base across the entire world. We will also optimize supplier management, from evaluation to selection, through collaboration and contract setting, while reducing risk. "*

Sanofi is already seeing the benefits of Icertis' solution. For Céline Arquizan, *"the organization is already able to measure the cycle time needed to create a contract and identify improvements in work methods, which has also led us to be more disciplined internally in the process. contract management and the definition of roles and actions attributable to each and the time we need a contract We have recently started working with our Legal and Procurement Services to provide a harmonized set of contract templates to be used in the future. worldwide."* **The company is only at the beginning of its transformation in the field, but the deployment should be done on a global scale from 2019.**

The Icertis solution was favored because of its tools deemed functional and in accordance with expressed needs such as eSignature , version control and change tracking. The ability to manage a library of clauses and contract templates is also a quoted argument. *"We also chose the platform because it was easily scalable and easy to use, which was important to ensure wide adoption by our internal users,"* says Céline Arquizan.