

Contratos inteligentes con **SAP Ariba** IBM Watson





David Mateos Queiruga

Cloud Applications Innovation - Business Networks Practice Area Leader SPGI en IBM

david.mateos.queiruga@es.ibm.com



Aser Pérez

Senior Sourcing and Procurement Consultant en Viewnext

aperezs@viewnext.com

Plataforma Cognitiva SAP Ariba desarrollada por IBM Watson



Cognitive Buying App

Contratos Inteligentes



Monitor News, Weather for commodity-relevant trends & regulation changes

Shows % match to previous contracts (completeness check)

Scans contract & converts to contract sections & clauses

Negociaciones Inteligentes

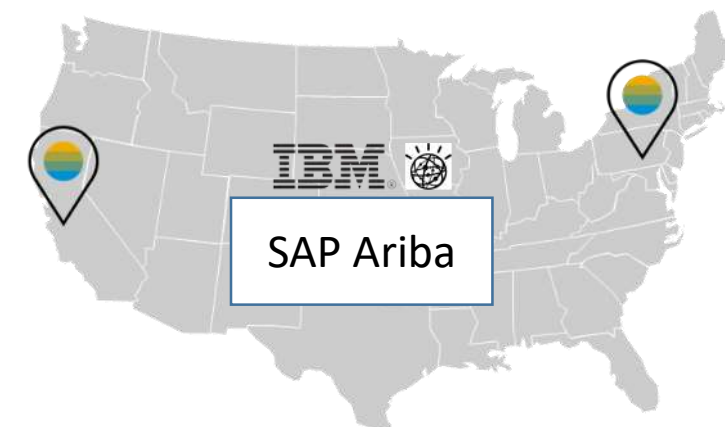


Monitor News, Twitter, Weather for commodity-relevant trends

Populate sourcing event data using unstructured data

News-based commodity dashboard

Centros SAP Ariba and IBM Watson para Compras Cognitivas para el desarrollo de innovaciones



Cognitive insights:

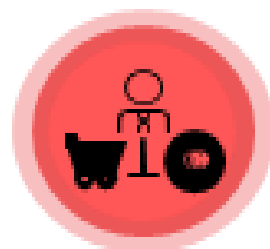
proveedor preferido, nueva versión de producto, artículos que se piden mensualmente...

Tracking:

seguimiento entregas, retrasos...

FAQs:

predicción de preguntas



Riesgo Proveedores



IBM Contracts Intelligence

SAP Ariba

PROBLEM | CONTRACTING VOLUMES, COMPLEXITY & RISK

Accelerate Contract Analysis while managing agreement risk

Determine best agreement terms and conditions to achieve enterprise goals & realize benefits

Watson agreement library provides smart contract functionality to build, compare, assess risk for best industry and regional agreement insights. Contract Intelligence instantly highlights term compliance or risk to benchmark best agreement T & C's across a sourcing event for multiple suppliers or across an entire category.

Smart Contract Intelligence eliminates labor intensive agreement comparisons and analysis. IBM ingested 150K agreements eliminating 95K hours giving back 30% of an IBM buyers precious time to focus on higher value activity.

150^k

Intelligent
library

DIGITAL
AGREEMENTS

30%

Time
Savings

CONTRACT OWNERS
SHIFT TO HIGHER VALUE

Document

EMEA Servers.doc

Drag and drop file to replace

Status: Draft

Version: v1

ID: Doc1009710928

Clause	Type	Comments	Action
<p>▼ Certificate of Insurance ▼</p> <p>▼ General Liability ▼</p>		<p>Seller shall provide a Certificate of Insurance for General Liability and Vehicle Liability in a coverage amount of one million dollars (\$1,000,000) each and Workers' Compensation coverage as required by law.</p>	<p>Actions ▼</p>
<p>▼ Confidentiality ▼</p>		<p>All communications and information obtained by Seller from Buyer relating to this Agreement, and all information developed by Seller under this Agreement, are confidential ("Confidential Information"). Without the prior written consent of an authorized representative of Buyer, Seller shall neither divulge to, nor discuss with, any third party either the.</p>	<p>Actions ▼</p>

Ariba: Found 2 issues in your document.

- Issue 1. Payment terms.
- Issue 2. Missing clauses

Ariba: Issue 1. Typical payment terms is 60 days. You have following options to update the payment terms.

Option A

Change to
Net sixty (60) days

Option B

Keep as is

Ariba: Issue 2. You are missing 2 clauses that are typically associated for this commodity and region. Check these clauses and add them.

Certificate of Insurance

General Liability

Delays Penalties and Other Liabilities

Chat message

¿Dudas?



¡Gracias!