Product & Pricing Overview

Updated Q1-2016
Overview

Software Solution
ContractRoom is the first cloud-based negotiation and contract management system. Four key capabilities set it apart: 1) control over multiparty, conditional collaboration, 2) automation of contract drafting, 3) conversion of commitments into tasks and 4) capture of both transactional and behavioral data.

Solution Payoff
Clients realize 4x faster processes with 2x greater accuracy and savings, and 100% greater control and visibility over the end-to-end process. This translates into a Return of Investment (ROI) of over 40x and 100x increase in happiness. We deliver on our motto, "Negotiate less, Agree more", and “Happy Contracting” for all.

System Implementation
New clients are implemented in a matter of days / weeks instead of months (or even years) for legacy enterprise systems requiring costly customization/integration. ContractRoom was developed to be highly configurable for each user’s specific content and process needs, with an elegant, intuitive user interface to make navigation a snap.

System Security
The system was architected to provide bank-grade security and operation. All data and content is hosted on the Amazon Web Services, the leader in service level guarantees for cloud providers. ContractRoom provides full encryption, and is split into hybrid database structure to ensure the highest degree of performance and security.

Product Pricing
The product is packaged similar to other leading SaaS providers with a 3 tier structure, starting at $9 per month per user for a “Basic” package; whereas, Counterparties are granted free ($0) access.

Company Accolades
ContractRoom has been recognized as a leader in innovation and cloud-based solutions for the enterprise by leading media outlets, such as CIO.com, IDG and Corporate America magazine.
Software Details

System Capabilities

ContractRoom is an enterprise-grade, cloud-based contract negotiation and workflow automation platform that:

- Streamlines the collaboration process across corporate boundaries, to reach agreement faster and with less friction
- Automates contract drafting and document build-up
- Converts contract commitments into tasks that can be assigned, tracked and measured, and
- Captures and structures transactional and behavioral data through the entire process to improve visibility, performance and decision-making.

Organizations that generate large volumes of standard contracts for repetitive business transactions use ContractRoom to increase productivity, control and compliance.

System Differentiation

What sets ContractRoom apart is its ability to manage multi-party negotiations as well as capture structured data pre- and post-contract execution.

So, not only does ContractRoom have the best approach to managing the collaboration on content for all parties involved in a transaction, it also has the unique ability to capture data from the entire negotiation process. This has been achieved through a combination of a) our approach on automating the end-to-end contracting process (filling in all the remaining manual activities) and b) the incorporation of latest advancements in collaboration technologies in our system architecture.

Therefore, the captured data (contract commitments) can be automatically converted into tasks with no need to go offline or into a disparate system. There’s no need for multiple key-ins of data as everything is happening seamlessly through our singular platform, ContractRoom. What’s more, this is the same data that will used to effectively track performance of vendors against the contract performance, and alerting your team of any missed deliverables.

Best still, the system will provide all alerts automatically, controlling the pushing and pulling among the involved parties, and increasing overall accuracy and accountability.
System Features

ContractRoom is the only platform in the market that addresses the agreement building and contracting process end-to-end, through its unique functional system blocks:

### Contract Creation

#### Configurable Frameworks
- ContractRoom’s Framework Builder converts static paper-based templates into dynamic data frameworks, to control behavioral process and transactional content.
- Frameworks transform single documents into collections of rules-based data points and sections which can be automatically managed and tracked while keeping a history of every interaction and change.
- Framework version control always keeps the most recent pre-approved content available for use.
- Ability to create sections and tags, with specific properties (negotiable or non-negotiable, format, assignments, data category, etc.)
- Assignment of controller roles (users authorized to start negotiations using specific frameworks)

### Agreement Creation
- Start agreements from frameworks, existing agreements or uploaded documents
- Select from any framework assigned to specific user with permission to start agreement.
- Ability to auto or manual input business terms and author/edit text or content.
- Share (and even set conditional approvals on the fly) with team members and counterparties.

### Conditional Playbook
- Ability to define multiple versions of content for each section during the framework building process.
- Ability for agreement controllers to select content options, available in Playbook, during drafting and negotiation process.
Conditional Drafting

- Combine content from multiple contract templates into single framework ("conditional content library").
- Create a simple rules-based questionnaire (wizard) to automate drafting.
- Configure rules for different possible answers to each question (i.e. if answer to question #1 is “Yes”, then show option B of section X)
- Automatically launch wizard for any new agreement/engagement using frameworks with conditional drafting rules, and automatically populate a “conditional” contract draft based on answers from questionnaire.
- All business rules and routing for users and content are pre-built into the resulting framework.

Contract Collaboration

People Management

- Work alone or with a team.
- Define Negotiation and Viewing roles and related permissions at document/contract, section/clause or tag/term level.
- Assign signers to agreement
- Invite counterparties to collaborate for free as a “negotiation guest”

Multi-party Collaboration and Conditional Editing

- Quickly identify what’s pending on you, your team and/or counterparties, and what has been already agreed on.
- Accept or Reject changes/edits made to text and tags.
- View history for all sections and tags.
- Allow for offline editing in Microsoft Word
- Enter and view comments with your team and counterparty in negotiation process.
- Track & compare changes (side-by-side) and restore text to previous versions.
- See status for all agreements in system.
- Download and print document/contract before and after it is accepted/signed.
- Reconsider or renegotiate terms and text
- Add attachments to any document/contract.
- Use embedded Electronic Signature (e-Signature).
- Automate drafting and document build-up.
Multi-Document Engagement Workflows

- A Workflow is a configurable sequence of agreements and non-contract tasks required to complete an engagement.
- An Engagement is a collection of documents/contracts related to a counterparty (customer, vendor, employee, et cetera).
- Example: a consulting engagement requires the completion of the following contracts in a specific sequential order:
  - NDA (required).
  - MSA (required, auto triggered after NDA execution).
  - SOW (multiple documents, allowed, after MSA is executed).
  - Addendum (multiple documents, allowed, after MSA is executed).
  - Renewal (allowed upon expiration of MSA)... and so on.

Contract Management

Agreement Archive
- Store all your contracts in our searchable cloud-based archive.
- Import contracts executed offline.
- Map imported contracts to custom or standard frameworks.
- Assign tasks for commitments in your agreements.

Contract Lifecycle Management
- Easily visualize current status of your contract terms and commitments, regardless of how many interlinked “child” documents have been generated in the contract’s history.
- Accelerate creation and management of contract renewals, amendments and terminations.

MS Word Ingest
- An offline Microsoft Word document can be ingested at various points/times:
  - To build a new ContractRoom framework,
  - During a negotiation, if a counterparty chooses to work offline in MS Word. The edited document can be re-uploaded, and all changes routed following the rules in framework used to start the original agreement,
  - To start a new agreement, when a counterparty requires using “their paper”, which can be uploaded and mapped to an existing framework for routing and data capture.
  - To archive an agreement executed offline, typically when wet-ink signatures are required, or when uploading legacy contracts for recording and mapping into ContractRoom.

Contract Compliance

Task Management
- Create post-contract tasks directly from dated commitments in the contract.
- Assign tasks to people in your team.
- Set-up reminders and alerts for each task.
- System requests confirmation of task completion automatically.
Contract Alerts

• Define alerts related to contract expiration, length of negotiation, missed contract commitments, and delays in pre and post-contract processes.
• Receive alerts via email.
• View alerts in your personalized Dashboard.
• Coming Soon: receive alerts on your mobile device.

Rules Manager

• Apply any business rules and/or approvals to any document or non-document activity pre- and post-acceptance / signing.
• Institute an escalation process for any document/contract, section/clause or tag/term in your account. For example, if an input in a pricing tag/field is above or below a threshold, then the system will ping an approver to accept such input.
• Create a sequence of rules that apply to entire engagement (workflows, documents, tags, tasks, etc.) with multiple approvers involved in process.
• All steps are easily configured to apply as much or little control required per engagement/transaction.

Contract Intelligence

Data structuring and capture

• ContractRoom captures data throughout entire contracting process, from proposal, RFP, internal and external negotiation, execution and delivery on commitments.
• All data captured is structured based on existing frameworks to improve standardization, visibility and generation of metrics, reports and analytics.

Agreement Metrics
• For contracts completed and in pipeline, includes % of completion, total value of contracts, and transaction activity highlights.
• Calculates total Value of contracts by mapping tags to configurable data categories (i.e. revenues, expenses, commissions, etc.) during the framework building process.
• Sort / filter data by Agreement Type, Counterparty, and Categories (e.g., revenues, expenses, commissions, etc.).
• Track documents/contracts expiring in 30, 60, and 90 days.
• Agreement Metrics include: negotiation activity data related frameworks (i.e. MSAs, Licensing Agreements, etc.). Also includes # of agreements started, completed, and in process; content statistics (time to agree, # of iterations); and people statistics (closing rate, average time to close, agreements started, completed and in process per individual).

Contract Analytics
• Visualize transactional AND behavioral data to optimize internal processes, decision making, vendor management and accountability.

Reporting
• Leverage structured data to generate customized reports.
• Share reports online with team members and management.
• Download reports into comma separated values (.csv) or Microsoft Excel (.xls*) format.
Solution Payoff

Here is an explanation of the feature blocks that provide a user experience like no other system available on the market today - our bottom line is to provide more productivity and happiness:

Feature Blocks

Framework Configuration
Transform your "paper-based" document environment into a “data-driven” operation via fully configurable collaboration frameworks.

Multiparty Collaboration
Work online with your internal team and externally with your counterparties to reach fast and efficient consensus.

Conditional Editing
Collaborate on terms and text while capturing transaction data, not just from the contract result but from the entire process.

Agreement Construction
Drive standardization, efficiency and control of your authoring efforts. Define collaborative editing rules and deploy pre-approved legal content ("dynamic playbook") to expedite agreement-building and approvals.

Contract Execution
Complete and sign your agreements electronically via ContractRoom system or integration with a third-party e-Signature tool.

Workflow Management
Automate and assign tasks that must take place before, during or after a contract is
negotiated and executed, improving control over business and risk management.

**Contract Compliance**
Track timely execution of contracted commitments systematically. ContractRoom will automatically push users so as to guarantee tasks are performed on time, on budget and on spec, while providing full visibility of the entire process.

**Agreement Archive**
Automatically store agreements executed online or offline. Search your transactional data and access agreements efficiently from any device at any time. Flexibly organize, connect, and share your contracts and associated documents.

**Contract Management**
Import and capture data from agreements executed offline. Automatically create reminders and alerts from contract terms. Seamlessly launch amendments and link via parent/child mapping. Utilize native agreement calendar or integrate with your own tools (such as Outlook, Gmail and Calendar).

**Predictive Agreement**
Benefit from all the data never before captured via ContractRoom's end-to-end platform. Use standard or custom analytics for better understanding of your business activity and for enhanced transactional decision-making.

**Vendor Optimization**
Optimize your supplier selection process by analyzing historical performance data. Automatically generate contract compliance statistics post contract execution. Share analytics from your organization’s prior negotiation, collaboration and fulfillment experience, internally or even externally (coming in Q3-2015).

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**System Videos**

**Use Case Demonstration**
2-minute video for a specific use case that clearly shows the power and differentiation of ContractRoom. The use case is based more on a sales-side transaction, but can also be applied to the buy-side (that is, Procurement, Purchasing, Sourcing):
https://youtu.be/bdl0Lp0DfWA

**Compliance + Predictive Agreement**
https://youtu.be/1UQ2VAReH9w

**Conditional Control**
https://youtu.be/5KH4rBedACw

**Conditional Collaboration**
https://youtu.be/0dG6GfOu0f8

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**Contract Room, Inc.**  Negotiate Less, Agree More.
Product Pricing

SaaS Pricing

Our software pricing is based on a Software-as-a-Service (“SaaS”) model. Our standard pricing is based on a subscription model or rather a user fee per month. We have three different pricing levels based on system access, product features and customer support.

Our “Business” pricing package is our most popular as it provides the most collaboration and control features as well as live customer support. For some large enterprises customers, we have also presented pricing based on volume of contracts or transactions.

<table>
<thead>
<tr>
<th>Basic</th>
<th>Professional</th>
<th>Business</th>
<th>Enterprise</th>
</tr>
</thead>
<tbody>
<tr>
<td>$9 /user/month (billed annually)</td>
<td>$39 /user/month (billed annually)</td>
<td>$99 /user/month (billed annually)</td>
<td>Call for pricing</td>
</tr>
</tbody>
</table>
Subscription-Based Pricing

**ContractRoom Pricing Table (as of Q1-2016)**

<table>
<thead>
<tr>
<th>Package Name</th>
<th>Basic</th>
<th>Professional</th>
<th>Business</th>
<th>Enterprise</th>
</tr>
</thead>
<tbody>
<tr>
<td>User Subscription Fee</td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>User fee / per month (annual prepay)</td>
<td>$9</td>
<td>$39</td>
<td>$99</td>
<td>Call for price</td>
</tr>
<tr>
<td>User fee / per month (monthly prepay)</td>
<td>$12</td>
<td>$49</td>
<td>$124</td>
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<tr>
<td>Basic Use Features</td>
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<tr>
<td>View Agreements</td>
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<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Access Archive</td>
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<tr>
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<tr>
<td>Collaboration Use</td>
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<td></td>
</tr>
<tr>
<td>Build Frameworks</td>
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<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Draft Simple Documents</td>
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<td>✔</td>
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<tr>
<td>Edit &amp; Negotiate</td>
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<tr>
<td>Complete &amp; Sign</td>
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<td>Collaboration + Control</td>
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<tr>
<td>Build Conditional Agreements</td>
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<tr>
<td>Build Workflows</td>
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<tr>
<td>Build Smart Tables</td>
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<tr>
<td>Start Engagements</td>
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<tr>
<td>Administer Account</td>
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<tr>
<td>Create Reports</td>
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<tr>
<td>Enterprise Features</td>
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<td>Integration</td>
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<tr>
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<tr>
<td>VIP Support</td>
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<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
</tbody>
</table>
System Requirements

ContractRoom is a Web-based SaaS (software as a service) application that runs in a Web browser.

Make sure your computer meets or exceeds the minimum hardware requirements for your operating system (Windows or Mac OS X). See the Microsoft or Apple website for the requirements.

ContractRoom supports the following web browsers running in Windows or Mac OS X. Your browser must be a stable release version, not an Alpha/Beta/Nightly/Development build. This applies to all browsers, regardless of operating system.

**Supported Browsers**

ContractRoom supports the following browsers:

- Google Chrome v. 30 and higher
- Mozilla Firefox v. 18 and higher
- Microsoft Internet Explorer v. 9 and higher
- Apple Safari v. 6.1 and higher

**Screen Resolution**

1024 x 768 minimum (for desktops and laptops)
# Company Accolades

<table>
<thead>
<tr>
<th>Award</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Software &amp; Technology</strong></td>
<td>Best Cloud-Based Negotiation Management Platform in USA</td>
</tr>
<tr>
<td><strong>Cloud Innovation World Cup Series</strong></td>
<td>Selected as finalist for the “Cloud Innovator of 2015”</td>
</tr>
<tr>
<td><strong>DEMO</strong></td>
<td>Selected as demonstrator for DEMO Fall 2014, from more than 1,000 technology company applicants</td>
</tr>
<tr>
<td><strong>CIO</strong></td>
<td>#2 of “9 Must-See Enterprise Products”</td>
</tr>
<tr>
<td><strong>Yahoo!</strong></td>
<td>“5 enterprise startups to watch”</td>
</tr>
<tr>
<td><strong>Mobilecast Media</strong></td>
<td>“ContractRoom is like DocuSign on steroids… and Workday for contracts”</td>
</tr>
<tr>
<td><strong>IDG Enterprise</strong></td>
<td>“One of the most provocative, new innovations in enterprise technology.”</td>
</tr>
<tr>
<td><strong>American Lawyer</strong></td>
<td>“One of 5 Things General Counsel Should Learn in 2014”</td>
</tr>
<tr>
<td><strong>CIO Review</strong></td>
<td>“Most Promising Workflow Management Solution Providers”</td>
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<tr>
<td><strong>CIO Story</strong></td>
<td>&quot;20 Most Powerful Legal Tech Solution Providers&quot;</td>
</tr>
<tr>
<td><strong>Startup Focus</strong></td>
<td>“ContractRoom’s technology infuses speed and productivity into the contracting process”</td>
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<td><strong>The Cloud Awards</strong></td>
<td>Most Promising Start-Ups of 2014</td>
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