AddVue
Connect

The next generation Contract
Lifecycle Management Software

Contract management (CM) is a nascent field and is evolving rapidly. In the past, the focus was mainly on document creation, contract registration and the timely termination or renewal of contracts. Today the work of a professional contract manager is increasingly involving managing outcomes and is getting more complex.

To manage these challenges, we have developed AddVueConnect: the most powerful platform for contract administration, contract management and supplier management to cocreate value by creating successful contract relationships.
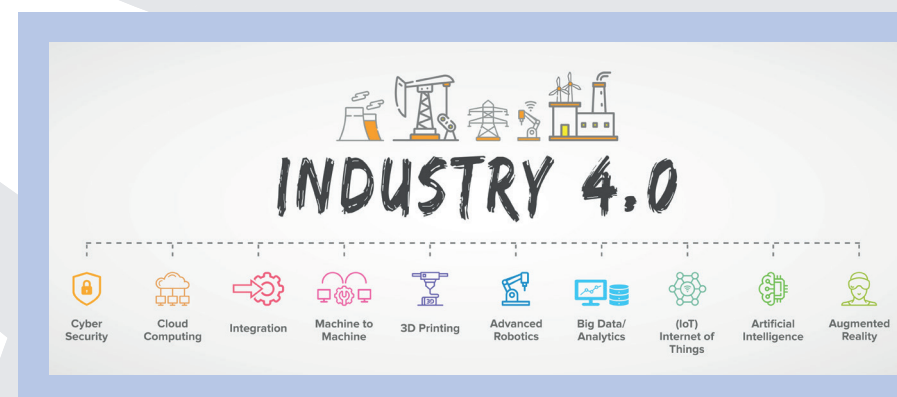
FOR PROFESSIONALS

Contract management is multifaceted and complex. Building on our long-standing experience in contract management and procurement, we are currently observing a number of trends on the market:

- Increasing outsourcing of primary processes means that relationships with suppliers need to be controlled a lot tighter
- The complexity of supply chains, specialization and globalization translate into the need for better management of crucial supplier relationships
- Focus on ESG requires better control and certification of the entire supply chain
- A growing focus on internal and external compliance
- Industry 4.0 requires digitisation of the entire supply chain and the underlying contracts
- Currently, many users focus on outputs of CM process (the contract document) rather than the outcomes (deliverables)
- Inefficient, manual contract coordination efforts of stakeholders tie limited company resources
- Insufficient involvement of suppliers and stakeholders in CM processes does not allow to run them collaboratively with partners
- Limited insights in supplier performance and contract risks do not allow predictive management
- Increasing attention by regulators on process quality and outcomes
- Contract lifecycle management is not well anchored in planning or controlling
- Shortage of contract management talent which is drawn into other areas which are more interesting or lucrative

If a supplier does not perform well, it can be harmful for the entire purchasing organization. Even small performance issues could result in financial or reputational damage. On top of this, underperforming suppliers can affect the competitiveness of an organization by tying down scarce management capacities. In the public sector, we see the phenomenon of diminishing social value; the public gets nothing or less than what citizens are entitled to.

Adding to this, the world around us is becoming increasingly complex because of longer supply chains thanks to globalization, although these have been hampered recently by the disruptions brought by Covid. Technological developments/digitisation and a huge growth in the amount of data available come on top of this. Coupled with the increasing importance of Industry 4.0, all these developments pose new and complex challenges for organizations and the way in which suppliers and their contracts should be managed.

COMPLIANCE

Increasingly, contract compliance is in the spotlight due to more and stricter external laws and regulations, but also internal guidelines. For contract managers, compliance requires assessing and justifying whether contracts contribute sufficiently to the objectives of the organization (what net value does a particular contract bring?) and whether all internal rules and procedures have been complied with. A contract manager should also be able to determine whether the execution of a contract is within laws and regulations. And if it deviates from these, the contract manager needs to demonstrate that appropriate action has been taken, for example by initiating improvements or by taking measures to mitigate risks. Failure to comply with laws and regulations can lead to financial damage, reputational damage or continuity risks. We have seen financial regulators recently introducing strict requirements on financial institutions; Data Protection Authorities have imposed hefty fines if privacy and security regulations have not been complied with.

MANAGING CONTRACT HAS TO BE A CORE COMPETENCE
As a result, managing contracts and suppliers is developing into a core competence for organizations. Professionalising the field has become necessary to optimize performance, to manage the increasing dependence on suppliers and to stimulate innovations. Collaboration between all partners along the supply chain is essential to this. Contract and supplier managers must be able to connect all stakeholders. Controlling processes have to be constantly optimized and performance to be monitored. And wherever the purchasing organization runs risks, contract risks are adequately managed and accounted for.

OUR VISION
The vision of AddVueConnect is that contracts do not work, but people work. For this, trust is an important condition for successful collaboration. Older forms of cooperation no longer seem to be as effective. We see clients and contractors no longer acting as adversaries, but cocreating value - modern outsourcing requires a connection between all stakeholders. A contract document is the starting point for collaboration, but all parties involved must move along in the value chain within the dynamic environments in which they operate. This creates a wealth of new opportunities for innovation and for growth for all stakeholders.

To increase trust, transparency is necessary. Transparent collaboration and the sharing of information create insights and starting from these insights, parties start a dialogue about their cooperation, about performance and risks. Findings and new facts are shared, jointly assessed and potential issues are resolved. This creates a number of opportunities through process improvements and innovations. The contract manager is the person who starts these processes and keeps them running.
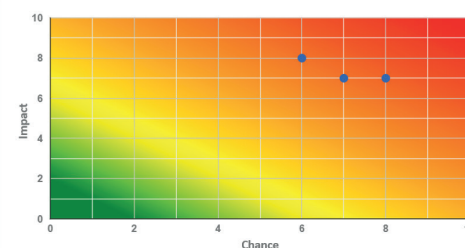
WHY ADDVUECONNECT?
Based on this vision and decades of experience, AddVueConnect has been developed. We are a one-of-a-kind post-reward collaboration platform for contract and supplier management. AddVueConnect is user-friendly, immediately deployable and has an extensive set of modules and features. From managing simple contracts to complex outsourcing relationships - all maturity levels of an organisation can be handled with AddVueConnect.
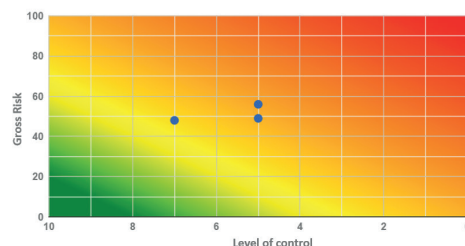
AddVueConnect is not just a 'tool', users also get access to a unique and independent platform for contract and supplier management. Within this platform, a safe eco-system is easily created per supplier and per contract to facilitate cooperation between suppliers and vendors.

Internal users within a company, such as contract managers, purchasers, supervisors, clients and other stakeholders are granted access to the eco-system. Additionally, external users, such as account managers and delivery managers, can also be admitted as users. As a result, experience and knowledge are shared and performance and risks are managed together with all stakeholders.
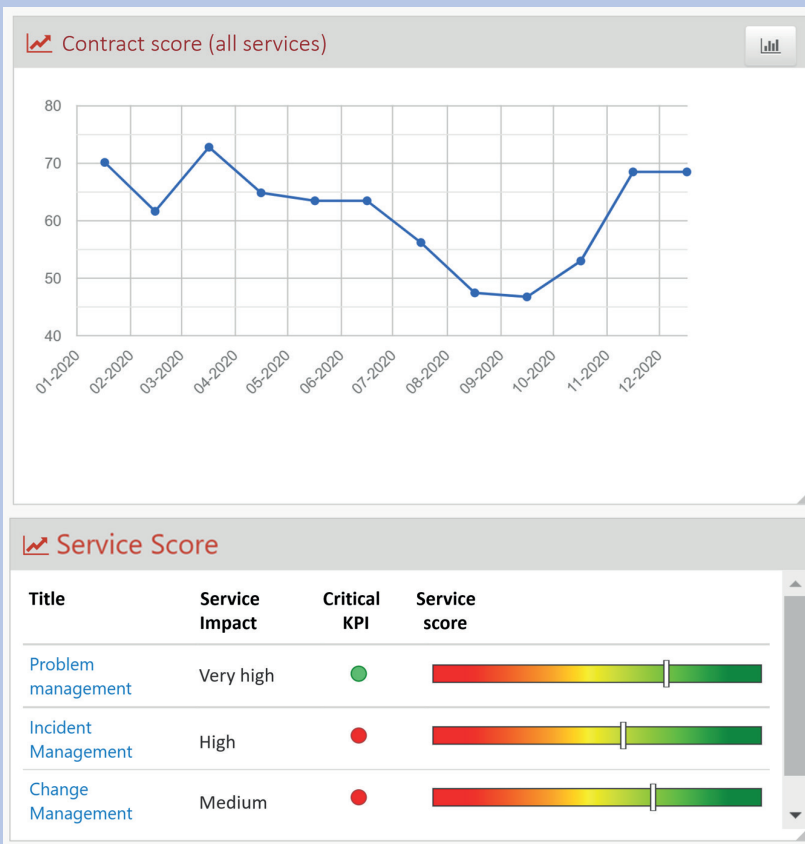
This enables contract managers to manage the efficiency of spending and the degree of risk in the supply chain. AddVue digitizes the universe of contract managers and provides structure to the enormous amount of information that contract managers have to process.

Contract score (all services)

Service Score

Title	Service Impact	Critical KPI	Service score
Problem management	Very high	🟢	
Incident Management	High	🔴	
Change Management	Medium	🔴	

Every AddVue user has a personalized landing page. With just one click, the complete dataset of a supplier or of a contract is available a single source of truth. Data is shared and analyzed, enabling better informed management decisions. Everything is aimed at professionalizing contract and supplier management and optimizing the value of a contract.

AddVue does not require lengthy installations or implementations – users can start working right after registration.

QUALITY

With AddVueConnect, users are able to professionalize contract and supplier management. All major quality management systems such as ISO 9001, ISO 20001, ISO 27001, ISAE 3402 and others are fully supported. The main principles of quality management (Plan-Do-Check-Act) are firmly anchored in the solution. AddVueConnect makes modern management theories work. Think of ©CATS CM and Vested, among others. Users build a bridge from concepts to efficient solutions in a simple way.

PURCHASING WITH ADDVUECONNECT

AddVue is also very suitable for setting up purchasing tenders. Not just for traditional tendering, but also modern procurement processes such as Best Value Procurement, which users can easily organize with AddVueConnect. By setting up pro forma collaboration environments, users give bidders the opportunity to translate their expertise into performance management and risk management. Users are enabled to select the offers with the best price/quality ratios.

THE PRODUCT PORTFOLIO

AddVueConnect has all modules and features needed to manage and manage your contracts and suppliers. From managing contracts to risk management, benchmarking and data integration in your supply chain. You choose which functions you apply per provider and per contract. Our product portfolio of AddVue's standard functionalities is as follows:

Relationship and Collaboration Management Create your own network of providers and contracts. Allow internal and (optionally) external users to join this network and share and enrich information for greater insight and performance.

Contract management Create your own contract templates and register contracts and contract agreements. Email alerts for timely termination/renewal are created automatically. With our contract management module, you can also flexibly develop your own information, surveys, questionnaires, etc. Reproduction and distribution to large numbers of suppliers takes place automatically.

Actions and documents Users record tasks in the secure context of the AddVue network. Documents are uploaded and shared with other users. Document workflow is provisioned. The large-scale distribution of personalized tasks and documents is easy and prevents a lot of administrative work.

Meeting To support a meeting, quickly create a Meeting Workspace. Searching for information is a thing of the past; in one overview you have insight into all meeting reports and decisions taken.
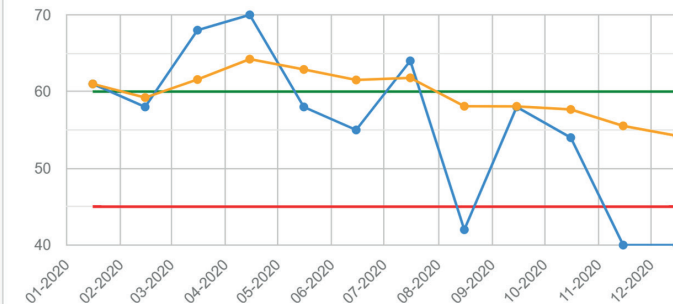
Performance management Performance agreements (KPIs) are freely and can be put together flexibly. You can also build your own KPI-repository. Results are reported and assessed. If KPIs are not reached, improvement processes can be implemented automatically.

Risk management Sourcing services from the market can create additional risks, especially if core processes are handled by external suppliers. With AddVueConnect's risk management module, your risks are under control. All risks are recorded, weighed and analyzed. Measures taken are linked to risks.

Dashboard You get access to an extensive dashboard functionality. Users gain quick insights into the quality of the collaboration and the risk profile of a contract. Cross-vendor insights are available by default.
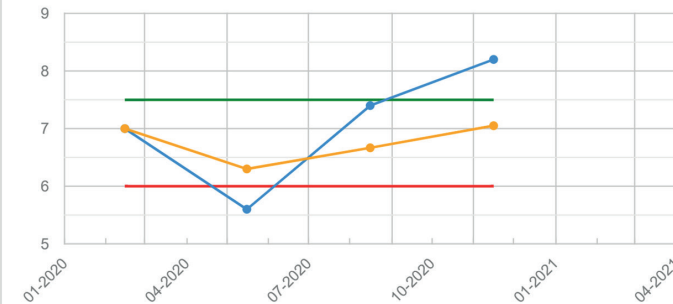
First Call Fix Ratio

KPI type: Critical / Business impact: Very high

Customer Satisfaction

KPI type: Regular / Business impact: High

Benchmarking The benchmarking module compares the performance of suppliers. Further deep dives per product group and per contracted service are easy to create.

Enterprise & IoT integration and data analysis Information from the source systems of your organization and/or suppliers can be safely and cheaply distributed and published in the AddVueConnect network and – if desired – enriched with additional information. Analysis leads to better management informed decisions.

AddVueDynamics With Dynamics, you have direct insight into the changes in all modules that have occurred since you were last logged out.

AddVue rights management AddVueConnect features an easy-to-use, yet powerful rights management module. You are always in control of access rights, even with large-scale use of AddVueConnect.

Additional functionalities include:
• Personalised landing page;
• Extensive set of overviews and reports;
• Posting messages;
• Personal notes;
• Registration of contact persons;
• E-mail alerts;
• Various SRM (Supplier Relation Management) functions;
• Extensive release agenda.

SAFE AND RELIABLE
AddVueConnect meets the highest standards for information security by meeting the requirements of ISO 20001, ISO 27001, HIPAA and NEN 7510. Multi-factor authentication can be activated if desired and AddVueConnect is available 24 hours a day, wherever you are. Our services are covered by SLAs.

RESULTS
AddVueConnect provides all building blocks for professional contract and supplier management:

• Contract administration;
• Monitoring of contract tasks, improvement actions and risk measures;
• Quick access to documents;
• Being in control of performance and risks;
• Use dashboards and benchmarking to drive improvements;
• Online meetings for effective coordination;
• Automatic construction fits performance;
• Coordination efforts and administrative work are significantly reduced;
• Your complete work files available anytime, anywhere;
• Data-driven contract management;
• Set up archive management;
• Functioning audit trail .

The new generation of Contract Lifecycle Management Software (CLMS) - more information can be found at https://addvue.com/en/

A new chapter in Contract Management