

ORACLE UTILITIES CONTRACT MANAGEMENT



KEY FEATURES

- Accelerate contract origination using predefined templates and calculated terms
- Define approval workflows for each contract template
- Control contract customizations through user profiles and predefined alternate languages
- Manage language revisions and keep track of historical changes
- Use business rules to validate contract initiation requests
- Input from or extract contract data to external applications automatically

KEY BENEFITS

- Improve contract accuracy to eliminate errors that negatively impact income
- Evaluate contract performance metrics to optimize future terms and conditions
- Minimize time spent on administration and allocate it to strategic negotiation
- Improve customer relationships through efficient contracting practices
- Integrate with offer, billing, and receivable applications to ensure consistent use of terms across the enterprise

Contracts are critical to corporate success—they represent future income, set performance expectations, and determine levels of risk. Companies must ensure they enter into accurate agreements that do not dilute the bottom line, but most spend too much time on the process. Drafting language, tracking revisions, and obtaining approvals consume resources and strain customer relationships.

Oracle Utilities Contract Management is a comprehensive solution to initiate, tailor, approve, execute, and amend contracts so you can save time, avoid mistakes, and ensure accountability.

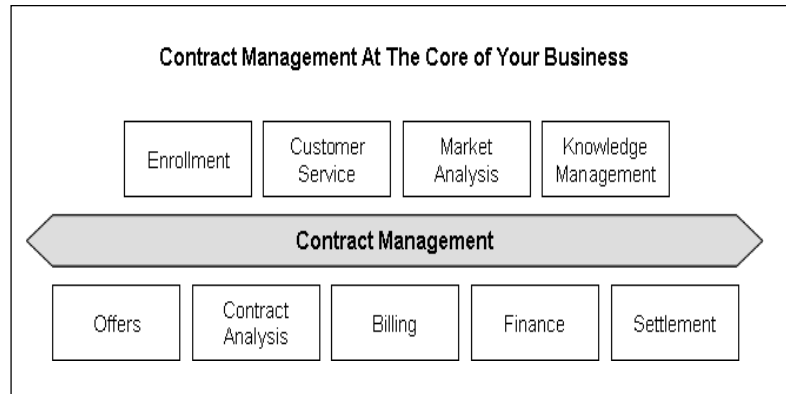
Accurate, Optimal Contracts with Built-In Accountability

Oracle Utilities Contract Management enables complete tailoring of your contract origination and processing activities for greater, more-flexible, and more-automated control of your business operations. Stacks of paper are transformed into an arsenal of business information that can be accessed and used in real time. Visibility to prices, terms, definitions, approvals, and document history are instantly available to apply against new agreements or reference against existing relationships. Because accountability is built into the software, you spend less time on administration and more time analyzing contract performance to optimize tariffs and uncover additional customer opportunities.

Rapid Origination Controlled by User Profile

Contract templates reflecting your specific business terms and policies are created and uploaded into the database, in editable or noneditable format, to serve as the foundation for all agreements. Configurable business rules define the business process each template must follow, including an approval workflow that maps to your contracting practices.

Once the rules and templates are configured, a user simply selects the appropriate tab and fills in the requested information to create a new contract. Security profiles determine if each user must use standard terms, has the ability to select optional language, or can modify specific terms and values. Once the necessary information is entered, a **Submit** button is clicked and the software initiates the appropriate approval process. Key personnel are immediately notified of the pending contract request through alerts and work queues so that each contract can be finalized and provided for signature as quickly as possible.



Oracle Utilities Contract Management helps you better manage the contracting process. It both enhances and exploits the functionality of other Oracle Utilities (formerly Lodestar) applications to improve processes throughout the utilities enterprise.

Key Application Features

Contract management touches all areas of your business as shown in the figure above. Oracle Utilities Contract Management integrates with other Oracle Utilities (formerly Lodestar) applications across the enterprise and offers the following functionality to manage the contract process:

- **Accelerate contract origination.** Generate terms that can be automatically calculated based on customer data and presented with tables and graphs in a formatted contract template.
- **Predefine templates.** Save time and avoid errors by reusing and repurposing contract language and term definition.
- **Automate validation.** Use business rules to validate contract initiation requests, terms, approval steps, and much more.
- **Modify terms.** Enter or modify the set of standard, optional, and computed terms associated with a contract template based on user security privileges.
- **Associate documents with contracts.** Search for, upload, and associate required external files with a contract including signed hard copy images.
- **Define workflow.** Manage internal approvals and customer submissions to determine who, what, when, and how contracts are processed. Define standard, yet modifiable, processes for each contract type.
- **Automate term computation.** Run a configurable process to calculate contract terms such as a security deposit based on contract value and payable over time.
- **Leverage knowledge assets.** Input from, or extract contract data to, other applications—such as trading, pricing, and billing systems—automatically.

RELATED PRODUCTS

From making an offer to settling a trade to collecting on an account, contracts control the financial and payment details.

Oracle Utilities Contract Management can be deployed with the following Oracle Utilities (formerly Lodestar) applications to optimize the contracting process.

- Oracle Utilities Quotation Management—Generate contracts from offers to ensure consistency between the proposal and contract process
- Oracle Utilities Billing Component—Process usage data and compute charges based on contract information

- **Manage revisions.** Lock down terms and save as a new version to maintain a history and to speed the creation of new drafts.
- **Respond to automatic alerts.** Manage risk through batch processes that check for certain events. Alerts are sent/posted when an event meets certain criteria (for example, contract nearing end date).

Contact Us

For more information about how your organization can leverage the power of Oracle Utilities Contract Management, please visit oracle.com or call 1.800.ORACLE1 to speak to an Oracle representative.

Copyright 2007, Oracle and/or its affiliates. All Rights Reserved.

This document is provided for information purposes only, and the contents hereof are subject to change without notice. This document is not warranted to be error-free, nor is it subject to any other warranties or conditions, whether expressed orally or implied in law, including implied warranties and conditions of merchantability or fitness for a particular purpose. We specifically disclaim any liability with respect to this document, and no contractual obligations are formed either directly or indirectly by this document. This document may not be reproduced or transmitted in any form or by any means, electronic or mechanical, for any purpose, without our prior written permission.

Oracle is a registered trademark of Oracle Corporation and/or its affiliates. Other names may be trademarks of their respective owners.