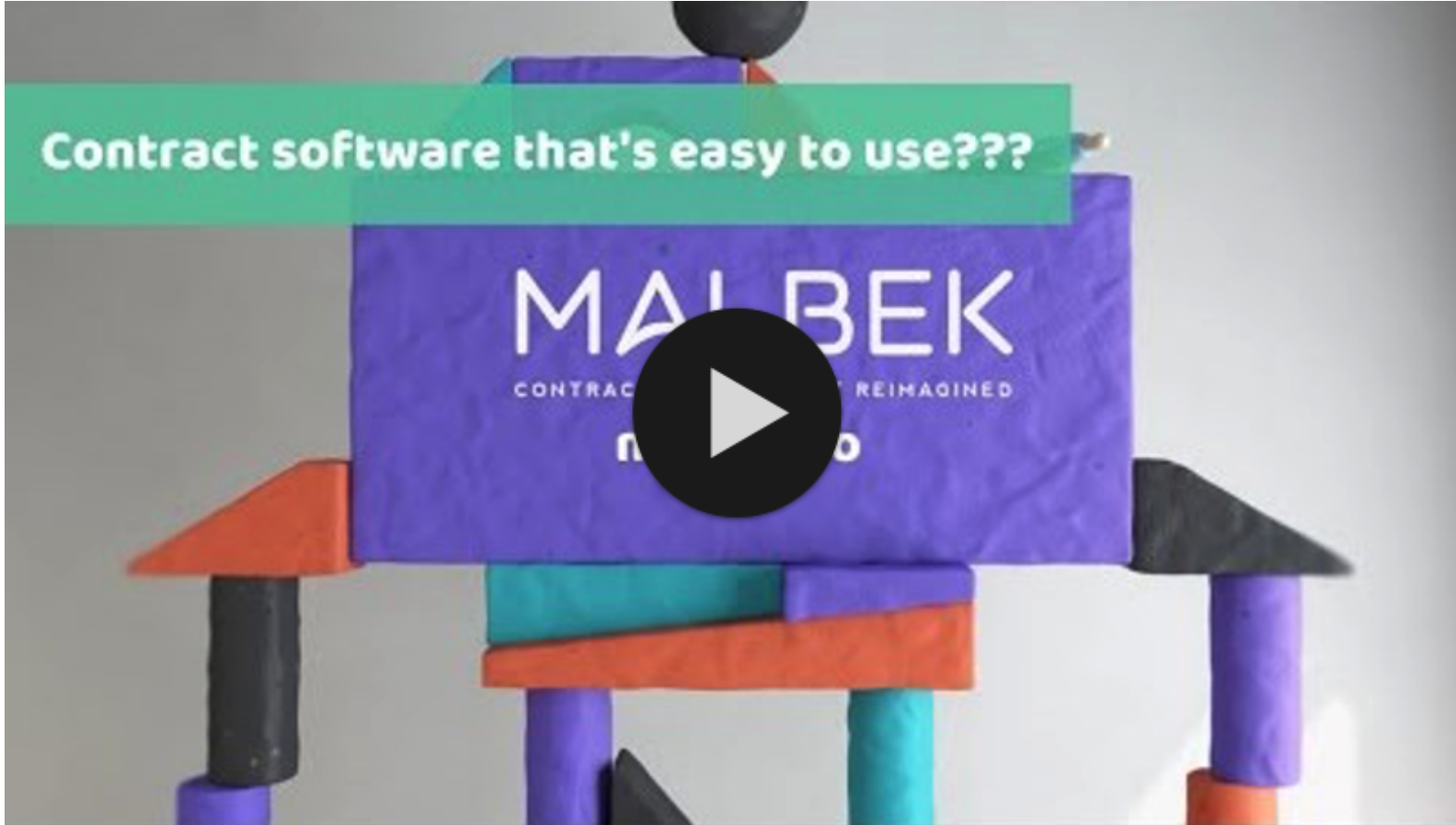




MALBECK CONTRACT MGMT

Contract Management Solution





A photograph of two women in an office setting, looking at a document. The woman on the left is wearing glasses and has her hand on the document. The woman on the right is pointing at the document. The image has an orange tint.

Contract Management Repository

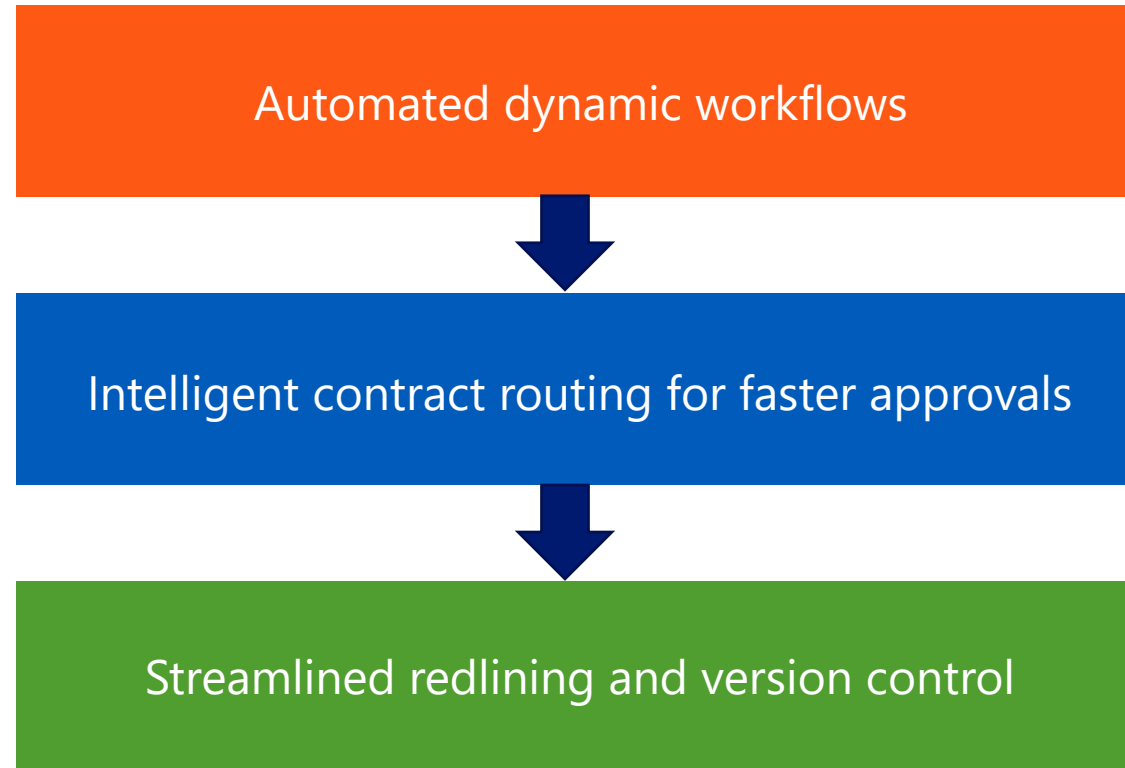
- Easily accessible and secure contract storage
- Analyze contracts with unlimited dimensions
- Intuitive search similar as Google and Amazon

- Native contract authoring tools tightly integrated to MS Word
- Intelligent contract assembly with guided contracting
- Audit history for full visibility into contract evolution



Contract Request and Authoring

Redlining, Negotiation and Review



Signature

MALBEK

Indemnity:

Indemnity: Company shall indemnify and hold harmless Customer and its directors, officers, employees, agents, stockholders, affiliates, companies and customers from and against all allegations, claims, actions, suits, demands, damages, liabilities, obligations, losses, settlements, judgments, costs and expenses (including without limitation attorneys' fees and costs) which arise out of, relate to or result from any act or omission of Company.

IN WITNESS WHEREOF, the parties have entered into this Agreement by affixing their signature below.

Customer: Harrison Group	Malbek, Inc.
By (signature): 	By (signature): 
Name/Title: Henry Jones / Director	Name/Title: John Smith - CFO
Date: 5/20/2019	Date: 5/20/2019

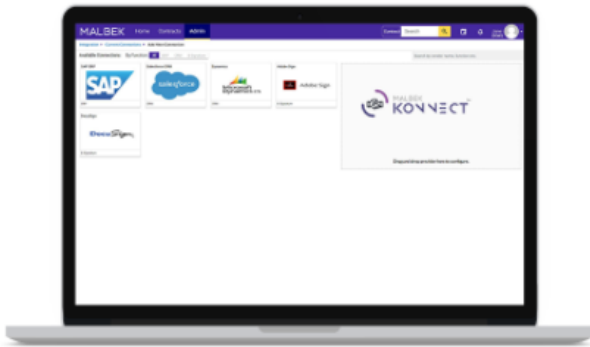
 Adobe Sign 

- Proactive and timely event reminders and milestone calendar
- Notifications for expirations, renewals, and other key events
- Reduced financial exposure for missed obligations



Contract Commitment Tracking

Contract Management Integrations



- Drag and drop integration marketplace with Malbek Konnect
- Productized, predefined connectors available out of the box
- Flexible APIs to connect contract data to the rest of the organization

Artificial Intelligence



- AI capabilities built on top of contract data and contracting lifecycle
- Functionality beyond metadata extraction and analytics
- Concrete recommendations to accelerate and build better contracts

Business flows

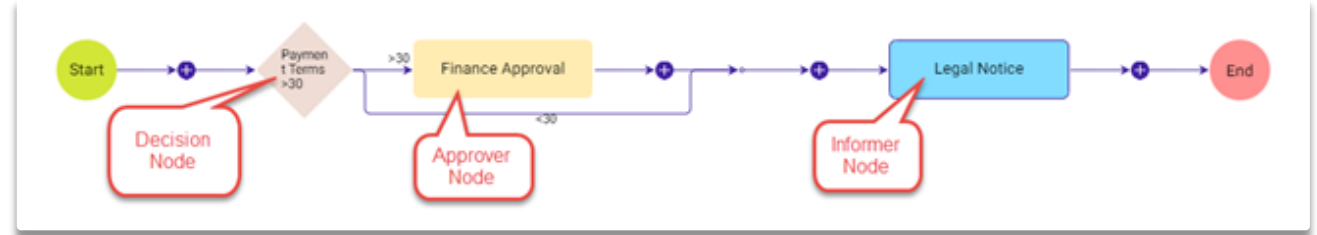
The screenshot shows a web interface for managing business flows. At the top, there are tabs for 'Draft', 'Negotiation', 'Signature', 'Active', and 'Inactive'. A red callout box labeled 'Business Flow Stages' points to the 'Inactive' tab. Below the tabs is a table with three columns: 'Menu Items', 'Personas', and 'Parameters'. The 'Menu Items' column contains three rows: 'Promote Stage', 'Send For Translation (Auto Start on Promote: No, Auto Promote: No)', and 'Start a Workflow (Auto Start on Promote: No, Auto Promote: No)'. The 'Personas' column contains 'Contract Power user' for all three rows. The 'Parameters' column contains 'Negotiation' for the first row and 'N/A' for the other two. Two red callout boxes are present: 'Business Flow Actions' points to the 'Promote Stage' and 'Send For Translation' rows, and 'Start a Workflow Action' points to the 'Start a Workflow' row. Red arrows indicate a flow from the 'Business Flow Actions' box to the 'Start a Workflow' row.

Menu Items	Personas	Parameters
Promote Stage	Contract Power user	Negotiation
Send For Translation (Auto Start on Promote: No, Auto Promote: No)	Contract Power user	N/A
Start a Workflow (Auto Start on Promote: No, Auto Promote: No)	Contract Power user	N/A

- Sometimes called the lifecycle
- Charts the stages a contract goes through during its lifetime, initial draft to negotiation to signature
- Within each Stage, individual actions may be defined
- Its own component, created separately

Workflows

- Also called Approval workflows
- Defines who needs to approve a contract based on certain parameters
- Workflows are made up of individual nodes, three types
 - Decision
 - Meet conditions required to proceed
 - Approval
 - Informer
 - A message is sent



10 Must haves



- | | | | |
|----------|---------------------|-----------|---------------------|
| 1 | Contract Repository | 6 | Performance Reports |
| 2 | Alerts | 7 | Contract Types |
| 3 | Advanced Search | 8 | Template Automation |
| 4 | eSignature | 9 | Approval Workflows |
| 5 | Contract Creation | 10 | Contract Discovery |

To learn more about creating a business flow, workflow or the other features Malbek provides, please contact malbeksupport@edf-re.com