Description of service variants

License12 ContractSafe™

License12 is a software-as-a-service platform for the central management and processing of software license contracts. It can be easily accessed through your web browser, and offers simple and comprehensive overviews of your license portfolio, while naturally accommodating the varying license formats of different vendors and making them transparent to the user. Communication is based entirely on common standards and protocols of the Internet.

License12 ContractSafe™ includes services for compilation of unifying overviews of the numerous software license contracts and orders of the customer's company. Currently supported are the contract types order, offer, frame agreement, maintenance contract, and maintenance renewal. These are supported by the digitalization service, calendaring, and other kinds of evaluation. The central feature of contract management through ContractSafe™ is the exclusive access only for authorized users in a way that complements the existing tools of your procurement, IT or accounting departments. The satisfaction of internal security requirements and confidentiality of your own data are thus ensured.

As part of the digitalization process, contract documents of sufficient quality[1] can be automatically converted to structured data that list all order items in a unified, vendor independent schema. Following verification and a market survey, the now structured data are being deposited into the ContractSafe™[2]. Until final approval, the digitalization tasks remain in the user's personal workspace. Paper copies or originals are deleted or returned on deposition into the ContractSafe™.

On the basis of the inventory within your ContractSafe™, the following interactions are available:

a) Overview of contracts by vendor and license product
b) Drill down to detailed information about terms and conditions
c) Analysis of current and historic prices
d) Updating of price and maintenance levels based on new offers

The License12 contract management allows downloading the contract data in MS-Office-compatible formats at any time.

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[1] To ensure accurate legibility, scanned documents have to fulfil the following criteria: Resolution at least 300dpi, density range at least 2.0, colour or grey scale.

[2] ContractSafe refers to the storage of the structured data in a relational DBMS that is only accessible to employees of the respective firm. It is also the exclusive location of contract data in License12.

License12 – Option ContractCompass™

ContractCompass™ extends License12 ContractSafe™ features with market data comparisons that expand your own analysis of your existing contracts or new proposals via a configurable benchmarks. The underlying data points are derived from user surveys, as well as external market analysis. Individualized questionnaires are stored anonymously, and permit benchmarks according to region, size, and industry of the survey respondent.

ContractCompass™ allows you to compare your own contract data to the survey results, and thus provides unprecedented insights into the strategic potential of upcoming purchase decisions. Specifically, the following quantities are tracked relative to the market environment:

- Total amount of contract
- License levels (e.g. seat numbers) of the license product
- Net price per unit
- Average discount

The visualization is in three dimensions, presenting the reference data points as a color gradient. The OptiFinder, a unique hovering capability, discloses the volume/discount ratio of any point of the gradient[3]. This way, ContractCompass™ helps you to identify viable opportunities and keeps you in control of formulating your negotiation strategy on that basis.

The platform is protected against security issues by design and protects the safety and confidential nature of your data. The service is run from a certified data center located in Germany, under constant monitoring by License12. The authorization of users involves company domain checking, the validation of the user's email address and a subsequent second validation of a text-message PIN. Protection of communication via encryption certificates is available as an additional option.

License12 QuickBenchmark™

The QuickBenchmark™ may be generated without the digitalization of all contract data by simply specifying 6 header parameters. License12 generates this benchmark exclusively on the contract total level. The analysis is delivered ad-hoc online, as a commented 5-page PDF for download and via email. With the most current benchmark data buyers' decisions can be empowered during an on-going contract. This service is also available for non-registered users of License12 by providing the additional data required for proper billing and settlement.

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[3] If there is no significant number of data points available for a selected peer group, results are shown for an aggregate large enough to reach statistical relevance. An aggregate is considered statistically relevant to a given selection when it contains at least seven data points.