

FRAMESOFT ONLINE NEGOTIATION FOR MASTER AGREEMENTS



Electronic (Master) Agreement Negotiation

Framesoft Online Negotiation (FON) for Master Agreements (MA) is a subscription-based platform for electronically negotiating (master) agreements.

Due to increased regulation and growth of the derivatives market, the need for timely negotiation of master agreements governing the legal relationship has grown dramatically.

Framesoft Online Negotiation for Master Agreements will

- simplify the administration,
- enhance transparency for negotiators & management
- speed up the negotiation process between the parties.

FON for MA is offered as Software as a Service (SaaS) to its subscribers via internet. This model delivers an extremely quick adaptation, paired with low cost & minimal risk of implementation.

FON for MA subscribers invite counterparties to a negotiation. The invited counterparties do not themselves have to be

subscribers; all they need is internet access. FON for MA subscribers can load & maintain their own library of draft agreements / annexes / schedules. Such libraries can be as large as each member requires & can contain templates in any language.

Using Framesoft Online Negotiation for Master Agreements will include the following steps

1. **Preparation** of contract negotiation by either
 - a. introducing a contract template in FON for MA directly (copy & paste from MS Word supported) or
 - b. uploading a generated draft contract version from Framesoft Contract Repository (FCR)

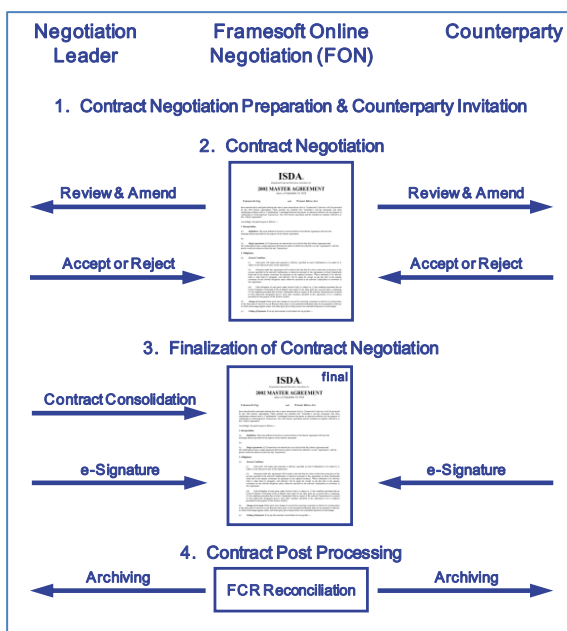
Standard Templates can be quickly & simply arranged, using logical folders, into a library, which is only available to users of the subscribing member organization.

2. **Negotiation** of contract

A new negotiation can be initiated in a matter of minutes by accessing the library & selecting a copy of a contract template. This template can either be used exactly "as-is" to start a negotiation or modified to personalize it for the relevant counterparty. The Negotiation Leader initiates the Counterparty sign-in, proposes the draft contract & prepares the execution copies. The Negotiation Leader can negotiate the contract as a party or in its capacity as agent for & on behalf of another party.

The Counterparty is invited by the Negotiation Leader to start negotiations on a contract via FON for MA.

The negotiation will be governed and controlled via organization specific, freely configurable workflows. Changes made during the negotiation are marked up clearly distinguishable by use of distinct colors. Changes can be accepted / rejected at wording or clause level. A full version history is maintained & can be accessed directly.



Generic & clause specific comments can be added by all parties. Comments are represented as notes in the margin of the agreement and can be made visible to all or selected parties only. Full discussion threading, incl. multiple threads & note colors are also supported.

3. Finalization of contract

When the parties have finalized the contract negotiation, the contract can be signed by the Negotiation Leader and by the parties. Electronic signatures are supported.

4. Contract Post Processing

Finalized contracts are stored and archived. All contract data items resulting from the contract negotiation can be uploaded into

Framesoft Contract Repository (FCR) for further processing & netting evaluation. Other contract repositories could be supported upon request.

Key benefits of FON for Master Agreements

- Simplifies & speeds up the negotiation of agreements via **fully integrated document editor**
- All documents related to the negotiation are managed centrally in FON; **no inconsistencies, breaks, version conflicts** or exchanging documents via e-Mails
- Optimization of negotiation via **workflow control**
- Provision of a **full audit trail** of the negotiation process
- **Any number of parties** may be involved in negotiation and new parties may be added whenever required
- Negotiation can consist of **any number of documents**
- **Different clauses** in a document can be edited simultaneously by different negotiation participants
- **Full "round-trip" integration** with Framesoft Contract Repository (FCR) - contract data items are preserved during the entire negotiation process
- **Secure access**; both parties access a single contract version via a high security link using tunneling, encryption and 2-factor authentication (2-FA)
- **Turnkey Solution** - does not require any specific installation of software or hardware

Get in contact with us for a web based FON for Master Agreements demonstration at contact@framesoft.com or visit our website at www.framesoft.com

COMPANY PROFILE

Framesoft AG Software Applications



Framesoft offers the following fully integrated solution portfolio

- **Framesoft Structured Products (FSP)**
- **Framesoft PRIIPS KID Generator (FPG)**
- **Framesoft OTC Platform (FOP)**
- **Framesoft Contract Repository (FCR)**
- **Framesoft Confirmation Generator (FCG)**
- **Framesoft Legal & Compliance Matter Management (FLM)**
- **Framesoft Document Management (FDM)**
- **Framesoft Financial Research (FFR)**
- **Framesoft Repo & Securities Lending (FRS)**
- **Framesoft Fee Management (FFM)**
- **Framesoft Document Generator (FDG)**
- **Framesoft Resource Management (FRM)**
- **Framesoft Secure Online Data Room (FDM Platform)**
- **Framesoft Online Negotiation (FON) for (Master) Agreements**

Framesoft's product & services portfolio is strongly focusing on the financial services industry and covers the complete life cycle of a software solution, ranging from supporting the early conceptual application design stages, to the delivery and integration of the application into the client's infrastructure.

Framesoft is also capable offering application support requested by a customer such as production support as well as business and user support. Additionally, Framesoft offers to run its applications as ASP service based on its advanced cloud infrastructure in Switzerland.

Framesoft was founded in 1996 with the goal to create technology solutions for innovative, fast-growing areas within the financial services industry. Framesoft solutions are built on a foundation of core modules (Frameworks) enabling rapid application development to meet the ever evolving needs in these markets.

Framesoft's mission is to maximize the benefits of external technology provision for our clients, by applying the Framesoft Framework strategy.

Framesoft's unique selling proposition is the support of complete value chains including areas typically conducted by means of unstructured tools such as paper, e-Mail, facsimile or telephone.

Customers using Framesoft solutions

- achieve a high degree of **Straight through Processing (STP)**,
- avoid typical **operational risks** associated with manual interventions,
- gain **control** over complex business processes,
- increase Business **Process Efficiency & Transparency**,
- cut **Time-to-Market**,
- reduce **Legal & Credit Risk**

Framesoft's headquarter is located in Zug, Switzerland and Framesoft runs subsidiaries with offices in

- Europe
 - Switzerland (Zug),
 - Germany (Frankfurt and Munich),
 - United Kingdom (London),
- North America (Vancouver) and
- Asia (Fiji)

Get in contact with us at contact@framesoft.com or visit our website at www.framesoft.com.