

# FRAMESOFT ONLINE NEGOTIATION



## Electronic Contract Negotiation

**Framesoft Online Negotiation (FON) is a platform for electronically assembling, generating, reviewing, and negotiating contracts.**

For this purpose, FON completely integrated in the Framesoft solutions, such as e.g., Framesoft Contract Repository (FCR)

supporting a seamless interaction with any agreement request workflow & agreement type specific data points. For interaction with counterparties involved in a negotiation a FON satellite can be established in a demilitarized zone (DMZ) or application service center.

Alternatively, FON is offered as Software as a Service (SaaS) in the Cloud.

FON supports any contract creation, generation, review & negotiation with counterparties as well as lifecycle management of any contract.

**1. Automatic Draft Document Generation** embedded in any workflow, e.g., Agreement / Contract Request workflow

**2. Structured Contract Document Assembly**

Dynamical creation of any type of contract documents via "**Framesoft Document Assembly**" (FDA) module based on a flexible online configuration of any "Master" document and its individual components such as:

- (Sub-) documents (Master Agreement, Schedule, Annex),
- Sections (e.g., Obligations, Early Termination, etc.) and
- Clauses

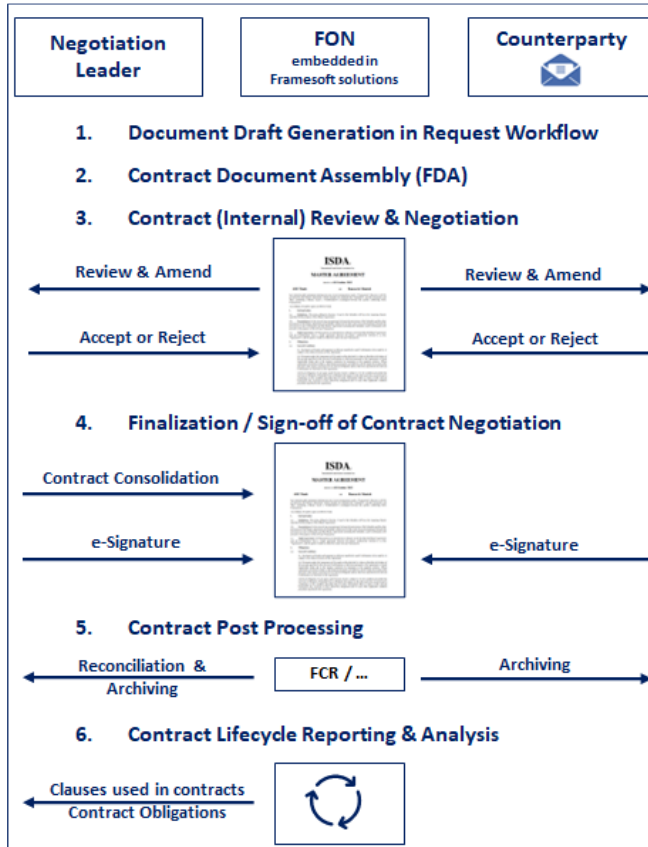
**3. Contract Review & Negotiation Workflow**

Invite participants and conduct an internal review and external negotiation of the automatically generated Contract Draft documents with your counterparties in FON directly. During these processes FON takes care of:

- "Merge Handling" of updates pushed into a currently reviewed contract by
  - ✓ new standard clause versions created (& approved) in the library
  - ✓ non-standard clauses approved
  - ✓ data point updates or
  - ✓ updated clause text in negotiated document

- Automated generation of new contracts / amendments triggered by a standard clause or data point updates

In addition, FON has been extended by a messaging component which lists all activities performed & allows a direct communication (chat) between the parties involved.



Invited counterparties can join the negotiation via invitation, all they need is internet access.

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

Finalized contracts are stored and archived. The contract data point changes resulting from the negotiation are reconciled.

**4. Integration of 3<sup>rd</sup> party contracts**

If a contract shall be based on a 3<sup>rd</sup> party document, the contract request workflow can be conducted, and the template can be imported into FON.

FON will recognize the clauses imported and conduct a match probability evaluation against the clauses in the clause repository (AI).

**5. Framesoft Document Intelligence**

The Framesoft Artificial Intelligence module "Framesoft Document

Intelligence" (FAI) can be integrated supporting:

- (Agreement) clause compare / evaluations,
- Clause categorizations and classification
- Data point detection / extraction / reconciliation

**6. Reporting & Analysis**

For contract lifecycle management purposes an extended Template Repository Search (Clause Search) is offered for

- searching for expressions within the clause template repository and / or signed contracts (execution copies)
- searching for contracts containing a selected clause
- searching for contracts containing selected (Sub-) documents / sections / clause configurations
- clause versions and its usage in agreements
- what if analysis – contracts affected by a clause update

Furthermore, Framesoft Data Insight (FDI) has been integrated to further extend these reporting & analysis functionalities.

Get in contact with us for a FON demonstration at [contact@framesoft.com](mailto:contact@framesoft.com) or visit [www.framesoft.com](http://www.framesoft.com)

# COMPANY PROFILE

Framesoft AG Software Applications



Framesoft offers the following fully integrated solution portfolio

- **Framesoft Contract Repository (FCR)**
- **Framesoft Document Management (FDM)**
- **Framesoft Structured Products (FSP)**
- **Framesoft Fee Management (FFM)**
- **Framesoft PRIIPS KID Generator (FPG)**
- **Framesoft OTC Platform (FOP)**
- **Framesoft Confirmation Generator (FCG)**
- **Framesoft Matter Management (FLM)**
- **Framesoft Repo & Securities Lending (FRS)**
- **Framesoft Document Generator (FDG)**
- **Framesoft Resource Management (FRM)**
- **Framesoft Secure Online Data Room (FDM Platform)**
- **Framesoft Online Negotiation (FON)**
- **Framesoft Protocol Platform (FPP)**
- **Framesoft Data Insight (FDI)**
- **Framesoft Document Intelligence (FAI)**

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 our applications into the client's infrastructure.

Framesoft is also offering application support including

- 1<sup>st</sup> / 2<sup>nd</sup> / 3<sup>rd</sup> level production support
- 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 mainly based on configuration 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
  - ✓ Germany
  - ✓ United Kingdom
- North America
- Asia

Get in contact with us at [contact@framesoft.com](mailto:contact@framesoft.com) or visit our website at [www.framesoft.com](http://www.framesoft.com).