

FRAMESOFT ONLINE NEGOTIATION



Intelligent Contract Negotiation - from first draft to reliable contract data

Framesoft Online Negotiation (FON) transforms fragmented, document-based negotiations into one secure, structured & intelligent process. Internal teams & external counterparties prepare, review, negotiate and finalize agreements in a shared workspace - working on one controlled version with transparent responsibilities and a complete audit trail.

At the heart of FON is Framesoft Artificial Intelligence (FAI). FAI supports the complete negotiation cycle by identifying and classifying clauses, comparing agreement language with content in the clause library, and detecting or extracting relevant data points. Fully integrated with the Framesoft ecosystem, FON connects negotiation with request workflows, approved clause content, contract, product data, and lifecycle events. The result is a faster, more transparent process with fewer version conflicts and a link between negotiated language and enterprise data.

FAI is not a separate step at the end of the process. It provides document intelligence where it is needed across the lifecycle.

1. Draft and assemble

Create a contract draft via workflow, manually or through an external trigger. Framesoft Document Assembly (FDA) builds the agreement dynamically from approved templates and clauses. Where a negotiation starts from a third-party document, FON imports it and FAI identifies its clauses, classifies the content and evaluates similarities with clauses held in the repository. Reviewers can therefore begin with a structured view of the incoming agreement.

2. Review and negotiate

Invite reviewers & counterparties into a controlled negotiation workspace. FON manages documents, comments, activities, clause-level changes & updates to standard clauses or contract data, while supporting parallel work on distinct clauses. Throughout the review, FAI supports clause comparison and evaluation & helps identify relevant contract data.

3. Finalize and e-sign

Consolidate the agreed document, complete approvals and support electronic signatures. FON preserves the relationship between negotiated clauses, documents and structured data.

4. Archive and reconcile

Store the finalized contract in the designated document management system. FAI-supported data-point detection, extraction & reconciliation help capture the agreed information and feed it back into FCR and corporate systems. This closes the

gap between the signed document & data required for risk, collateral, operational and regulatory processes.

5. Analyze and monitor

Search across clause templates & execution copies, identify contracts containing selected clauses, track clause versions and assess which agreements may be affected by a clause update.

Document intelligence built into the way teams negotiate

FON combines human expertise with controlled, AI-assisted document analysis. FAI helps teams understand third-party agreements, compare clauses & capture relevant data. Reviewers remain in control, while the platform provides the structure, context and traceability needed for consistent decisions. Approved clause updates, data-point changes & negotiated wording can be incorporated through controlled merge handling.

Business Value

- Start negotiations with greater insight by identifying and classifying clauses in third-party agreements.
- Accelerate review with FAI-supported clause comparison and evaluation within the negotiation workflow.
- Reduce operational risk by giving all participants

controlled access to one authoritative agreement version.

- Preserve data integrity by keeping structured contract data connected to the document throughout negotiation.
- Improve reconciliation through FAI-supported detection and extraction of agreed data points.
- Strengthen governance with approved clause libraries, workflow control, transparent responsibilities & audit trail.
- Scale collaboration across multiple documents, internal reviewers and any number of external negotiation parties.

Simple for counterparties, controlled for subscribers

FON subscribers can maintain their own libraries and invite counterparties directly into a negotiation. Invited parties do not need a FON subscription; a supported web browser and internet access are sufficient. Secure links, tunnelling and encryption protect access to the negotiation environment.

Move from document exchange to intelligent negotiation

Replace fragmented email & Word-based negotiations with a secure environment that combines collaboration, workflow control and embedded document intelligence - from the first draft to the signed agreement.

See FON in action. Contact us at:

contact@framesoft.com or visit www.framesoft.com



COMPANY PROFILE

Framesoft AG Software Applications



Framesoft offers the following fully integrated solution portfolio

- **Framesoft Contract Management**

End-to-End contract lifecycle management from request through termination

- **Framesoft Contract Repository**

Central repository for agreements, clauses, obligations, netting, and compliance

- **Framesoft Online Negotiation**

Collaborative online review & negotiation of contracts with counterparties

- **Framesoft Data Insight**

Advanced reporting & analytics across contractual and operational data

- **Framesoft Artificial Intelligence**

AI-driven analysis, semantic search, extraction & drafting support

- **Framesoft Structured Products**

Lifecycle management for structured product design, issuance, and servicing

- **Framesoft Fee Management**

Administration, calculation, reconciliation, and payment of fees and commissions

- **Framesoft Document Management**

Secure enterprise content storage, versioning, and collaboration

- **Framesoft OTC Platform**

Capture, quote, and process OTC trades from sales through to trading

- **Framesoft Confirmation Generator**

Automated generation of trade confirmations & related documentation

- **Framesoft Matter Management**

Case matter management & tracking tool designed for Legal & Compliance

Transforming Financial Services Through Intelligent Technology

Founded in 1996, Framesoft is a trusted provider of software solutions for the global financial services industry. We combine deep domain expertise with innovative technology to help financial institutions streamline operations, reduce risk, strengthen compliance, and accelerate digital transformation. Our highly configurable solutions support critical front-, middle-, and back-office processes and can be deployed on-premises, in the cloud, or as Software as a Service (SaaS), providing maximum flexibility, scalability, and security.

Artificial Intelligence & Innovation

Through Framesoft Artificial Intelligence (FAI), we integrate advanced AI capabilities directly into our solutions, enabling organizations to unlock the full value of their data and documents. AI-powered capabilities include Smart Search, Semantic Retrieval, Natural Language Interaction, Contract Intelligence, Document Analytics, and Automated Data Extraction—helping users access information faster, improves decision-making, and increasing operational efficiency.

Our Solutions

- **Contract Lifecycle Management**

Digitize and automate the complete contract lifecycle, including negotiation, lifecycle management, netting, collateral management, and regulatory compliance.

- **Structured Product Lifecycle Management**

Support product engineering, document generation, issuance, and distribution.

- **Fee & Revenue Management**

Automate fee administration, calculations, reconciliations, and payments.

- **Content & Collaboration Management**

Enable secure management and sharing of business-critical information

- **Data Analytics & Business Intelligence**

Transform data into actionable insights via advanced reporting analytics.

- **OTC Derivatives Sales & Trading**

Streamline trading processes with increased efficiency, transparency, and control

Why Framesoft

Organizations worldwide rely on Framesoft to achieve:

- Higher levels of automation and Straight-Through Processing (STP)
- Reduced operational, legal, and credit risk
- Improved compliance, governance, and transparency
- Faster time-to-market and increased business agility
- AI-powered insights and intelligent decision support

Global Presence

Headquartered in Zug, Switzerland, Framesoft serves leading financial institutions worldwide through its presence across Europe, North America, and Asia-Pacific.

Contact

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