



## OVERVIEW

WEATHERFORD INTERNATIONAL LTD. (NYSE:WFT) is one of the largest global providers of advanced products and services that span the drilling, evaluation, completion, production and intervention cycles of oil and natural gas wells. Weatherford employs more than 50,000 employees worldwide, operates in more than 100 countries with 800 service bases and 16 technology development and training facilities.

The company regularly engages in bid tender negotiations with major oil producers to extend existing services or provide new products and solutions. These negotiations require extensive workflow collaboration for internal reviews and approvals. All of this work is performed by more than 1,000 information workers across sales, finance, legal and operations.

During regular compliance and regulatory audits, it became increasingly apparent that Weatherford's method for managing customer obligations had become fragmented and decentralized. This resulted in many challenges, including accuracy of data, optimal decision making with regard to these customers, and ultimate profitability of these relationships.

## NEEDS IDENTIFIED

Key elements identified by Weatherford included standardization, stricter adherence to process workflows, the ability to enforce review and approvals before final agreements were executed and robust reporting and business intelligence capabilities to support departmental, legal and corporate management in evaluating and managing these agreements.

## SOLUTION PROCESS

The CLM Matrix team met with Weatherford's Business Sales Operation organization to understand their requirements and then created a proof-of-concept demonstration that was used by Weatherford to gain stakeholder buy-in. CLM Matrix was able to prove key advantages such

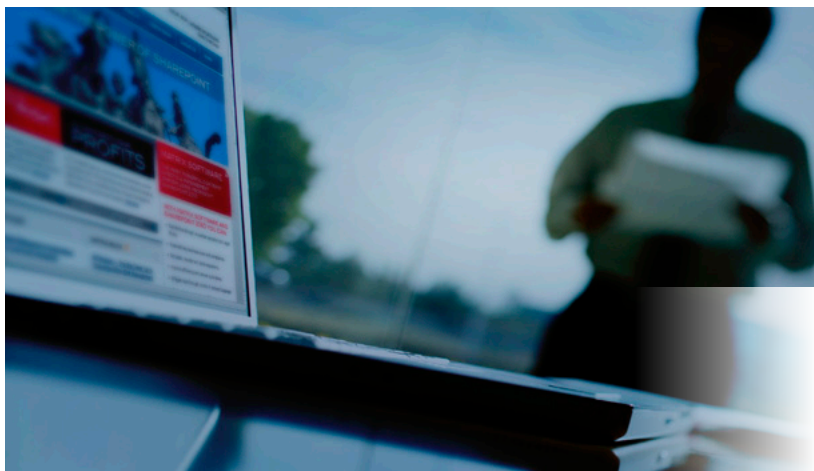
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## CHALLENGE

To streamline the company's contracting process and provide visibility for appropriate parties to reduce risk and improve customer service and profit performance.

## SOLUTION

Implement Matrix-Enterprise™ to configure the key business rules and automate workflow approvals, to create significant efficiencies and opportunities.



## ABOUT CLM MATRIX

as high configurability, management and governance reporting, information visibility, and the broad collaboration and workflow capabilities that its SharePoint foundation provided. The process also showed how Weatherford's regional business units would be able to configure the standardized processes for their own unique requirements, without breaking the integrity of the system or process. This was key to global adoption and consensus.

### CLM MATRIX SOLUTION

The company selected Matrix-Enterprise to create global standards and procedures for all their customer contracts. This solution gave them all the elements they were looking for in a contract lifecycle management system:

- Customization to accommodate Weatherford's agreement procedures.
- Centralized repository for all their contracts.
- Legal library.
- Visibility and control over contracting and obligations across multiple functional areas with features such as escalating approval processes, alerts and notifications, milestone monitoring.
- Historical insights into past negotiations.
- Seamless integration with SharePoint.

Matrix-Enterprise will be deployed incrementally and is the first application solution their IT organization has rolled out internationally on SharePoint. With Matrix-Enterprise, Weatherford International will now have a higher level of visibility and control over their customer contracting and obligations. This will allow them to grow more effectively, benefit from historical transactions and improve their governance adherence.

CLM Matrix is the market leader in Contract Lifecycle Management (CLM) software solutions on Microsoft Office and SharePoint technology platforms. Our solution extends the functionality of traditional contract management software by adding features such as:

- Rule-based document creation
- Clause libraries
- Policy-based approval workflow
- Automated reminders and alerts
- Real time user defined reporting
- Integration with legacy enterprise software
- Contract compliance tracking
- Multi-language capabilities
- Support for global environments
- Fully configurable to specific process and document types without code (wizard driven)



To learn more about CLM Matrix and our award winning software solutions, please visit [clmmatrix.com](http://clmmatrix.com) or contact us directly at 1.800.961.6534.