

Company: Icertis, Bellevue, WA
Company Description: Icertis uses AI to go beyond the capability of a single human mind to discover the intent of contracts and fully realize contract value by ensuring that obligations and entitlements are met—bringing order to contract chaos. Icertis contract intelligence digitizes and structures data, revealing unprecedented insights and speeding business.
Nomination Category: Company / Organization Categories
Nomination Sub Category: Most Innovative Company of the Year - Up to 2,500 Employees
Nomination Title: Icertis Redefines the Future of Commerce with AI Innovation



1. Which will you submit for your nomination in this category, a video of up to five (5) minutes in length about the achievements of the nominated organization since 1 January 2023, OR written answers to the questions for this category? (Choose one):
- Written answers to the questions
2. If you are submitting a video of up to five (5) minutes in length, provide the URL of the nominated video here, OR attach it to your entry via the "Add Attachments, Videos, or Links to This Entry" link above, through which you may also upload a copy of your video.
3. If you are providing written answers for your submission, you must provide an answer to this first question: Briefly describe the nominated organization: its history and past performance (up to 200 words):

Total 175 words used.

Icertis delivers AI-powered insights and agentic automation to revolutionize how enterprises manage the customer, supplier, and partner relationships that drive global commerce.

With an enterprise-grade solution built to meet the needs of large-scale businesses, Icertis provides market-leading AI trusted by more than one third of the Fortune 100 to grow revenue and control costs in any macro environment.

In a crowded AI landscape, characterized by the rapid emergence of large language models, many companies are vying for market share and exploring how to integrate and differentiate their AI solutions. Icertis has maintained a leadership position by combining deep domain expertise with cutting edge technology to deliver AI-driven ROI with contract intelligence.

Icertis is now pioneering the next frontier of automation with agentic workflows by [partnering](#) with Accenture to bring agentic contracting to legal teams. Agentic workflows act as a force multiplier to scale resources and bring businesses closer to autonomous contracting. By delivering agents to enable efficiency, insights, and performance across business relationships, Icertis is accelerating measurable value and empowering customers to automate complex tasks.

4. If you are providing written answers for your submission, you must provide an answer to this second question: Outline the organization's achievements since the beginning of 2023 that you wish to bring to the judges' attention (up to 250 words):

Total 225 words used.

- Innovation:
- Introducing the first contract intelligence agents built for the enterprise to drive contract insights, operations, and performance.
 - [Delivered Icertis Copilot](#) – the market's first generative AI application for enterprise contract management trusted by global leaders including PwC, Hewlett Packard Enterprise, SAP, Pacsun, Compass Group, Continental AG, and Genpact.
 - Launched AI-powered [contract intelligence solution](#) for Government Contractors.
 - Ranked on the [Forbes Cloud100 list](#) for the sixth consecutive year, and recognized for standout enterprise contracting in the [2024 AI Excellence Awards program](#).
 - Recognized as a leader in contract lifecycle management by <https://www.icertis.com/research/analyst-reports/forrester-wave/intro/>>The Forrester Wave™: Contract Lifecycle Management (CLM) Platforms, Q1 2025.
 - Named a leader in the [2024 Gartner®](#) Magic Quadrant™ for Contact Lifecycle Management for the fifth consecutive year.

- Partnerships:
- Became an [SAP Solution Extension partner](#) for businesses using SAP Ariba Contracts.
 - [Partnered with Accenture](#) to bring agentic contracting to legal teams.
 - Deepened collaboration with Microsoft to unlock supply chain value with [Icertis for Microsoft Dynamics 365 Supply Chain Management](#).
 - Formed a [partnership](#) with Harvey to integrate legal-specific models with Icertis.

- Growth:
- Surpassed \$300 million in annual recurring revenue (ARR).
 - Achieved 360 percent year-over-year growth in adoption of [Icertis Copilot](#)
 - Named one of the [Fastest Growing Companies](#) in the Americas by the Financial Times in 2025.
 - Empowered customers, including [World Vision](#), [AIDS Healthcare Foundation](#), [ALPLA](#), [BearingPoint](#), and [Jungheinrich](#), to uncover strategic value with the Icertis platform.

5. If you are providing written answers for your submission, you must provide an answer to this third question: Explain why the achievements you have highlighted are unique or significant. If possible compare the achievements to the performance of other players in your industry and/or to the organization's past performance (up to 250 words):

Total 243 words used.

In a world of economic uncertainty, shifting regulations, and rising operational risk, Icertis has emerged as the most innovative company in enterprise contracting software by optimizing financial performance through AI. Unlike traditional contract management providers, Icertis delivers value even after the commercial agreements are signed by enabling contract data to equip global enterprises with the visibility and insights they need to stay ahead of inflation, tariffs, new regulations, and supply chain disruptions.

For example, Icertis Contract Intelligence can effectively help customers avoid millions of dollars in losses by identifying revenue leakage, optimizing spending, and enabling agility in response to shifting regulations. With AI-powered contracting from Icertis:

- Mercedes-Benz manages its entire roster of 500,000 suppliers on the Icertis platform to optimize contract processes and gain visibility into potential risks.
- A global pharmaceutical company – currently no. 42 on the Fortune 100 list – saved \$70 million annually by enforcing commercial terms with Icertis for more than 250,000 supplier contracts in 17 languages.
- Humana reduced operating expenses by 7% and accelerated time to revenue by reducing contracting cycle times for +150,000 contracts.

Industry estimates reveal Icertis is 3x the size of the next pure-play contract lifecycle management. As the global leader in AI-powered contract intelligence, Icertis continues to innovate by building agentic workflows into its [platform](#), enabling customers to recapture revenue opportunities, safeguard compliance, and safely harness the strength of agents as a force multiplier for financial and operational performance.

6. You have the option to answer this final question: Reference any attachments of supporting materials throughout this nomination and how they provide evidence of the claims you have made in this nomination (up to 250 words):

Total 250 words used.

- Video: [AI Agentic Workflows](#)
- Press Release: [Icertis](#) Named a Customers' Choice Vendor in 2025 Gartner Peer Insights Voice of the Customer for CLM Report
- Press Release: [Icertis Contract Intelligence Now Available as a Solution Extension Under SAP](#)
- Bloomberg: [Contract Tech Goes to Waste if In-House](#) Legal Isn't Ready
- Microsoft Blog: [Icertis harnesses](#) genAI to transform enterprise contracting
- Economic Times: [AI play](#): Contract management SaaS firm Icertis doubles down on agentic platform
- Puget Sound Business Journal: [Bellevue contract software unicorn Icertis lands \\$50 million](#)
- Tech Talks Daily: [How Icertis is Transforming Contracts into AI-Powered Business Assets](#)
- Customer: [How SAP & Icertis Helped Enterprises unlock \\$100M in Contract Value with AI](#)
- Customer: [Hewlett Packard, Synopsys, and Regeneron Talk Generative AI](#)
- Press Release: [Icertis Appoints Global Procurement Leader Shashi Mandapaty to Strategic Advisory Board](#)
- Press Release: [Icertis Empowers World Vision to Streamline and Automate Procurement with Contract Intelligence](#)
- Press Release: [AIDS Healthcare Foundation to Drive Savings and Compliance with Icertis Contract Intelligence](#)
- Press Release: [Icertis Named a Leader in Contract Lifecycle Management by Premier Research Firm](#)
- Press Release: [Icertis Integrates with DeepSeek to Drive AI Innovation in Enterprise Contracting](#)
- Press Release: [Icertis Named a Trailblazer in Business Intelligence Group Innovation Awards](#)
- Feature: [Financial Times Names Icertis as 2025 Fastest Growing Company in the Americas](#)
- Feature: [Icertis Wins 2025 Artificial Intelligence Excellence Awards](#)
- Feature: [Value Realization Cited as No. 1 Goal for AI-Powered Contracting in Icertis and World Commerce & Contracting Study](#)
- Feature: [Annual Survey Champions Legal Operations as Value Driver for the Enterprise](#)

Attachments/Videos/Links:

[Icertis Redefines the Future of Commerce with AI Innovation](#)

[REDACTED FOR PUBLICATION]