



Deloitte boosts digital capabilities for long-term growth in Africa



Deloitte expands its partnership with Sirion to support businesses in Africa, providing customers with access to Sirion's Artificial Intelligence (AI)-native, end-to-end CLM technology.



Businesses in Africa can now tap into the AI capabilities developed by Sirion and implemented by Deloitte, providing them with a dynamic source of contract data and intelligence on an easy-to-use platform. Practically this means better insights for effective negotiation, improved financial performance and cost reduction, and peace of mind that risks are mitigated to safeguard operations.

With the business environment dramatically evolving and increasing pressure on management due to emerging technologies, organisations are under huge pressure to keep up the pace to ensure compliance, ease of management, and transparent financial reporting. For many businesses, their prosperity comes down to the ability to transform and operate competitively and efficiently.

We support businesses on their digital transformation journey by considering what practical solutions will have an immediate impact on productivity, reporting and management processes. As advisors, we are best placed to bring together a comprehensive solution while also connecting our clients with our network of established and trusted partners such as Sirion's, AI-native, unified contract lifecycle management (CLM) platform.

With the ever-increasing complexity of business operations and the need for technology based solutions to contracting challenges, the adoption of CLM platforms is growing exponentially. Although many CLMs enable businesses to store or create contracts with their partners, customers, suppliers, and workforce – a full-lifecycle CLM platform, like that of Sirion, can also help organisations get more value out of every business relationship and better manage contracts through deep contract data insights.



5% - 40%
of value is lost by
businesses in a single
contract, owing to
ineffective administration
of clauses
Harvard Business Review

According to Gartner, 60%-80% of all business-to-business deals are regulated through contracts. This rise brings about risks and challenges, which has spurred the demand for technologies such as AI to be integrated into business operating platforms, such as CLM technology.

Business owners can only make the best decisions if they have real-time data and insights. The introduction of technology platforms such as Sirion's CLM platform, ensures transparency and better tracking and measurement capabilities. These are essential for the businesses to thrive and do not only bring value to private sector organisations. Consider the application in the public sector – the impact could be significant in light of complicated procurement processes and high-value contracts which are often long-term and for specialised goods or equipment. Smaller to medium enterprises will benefit too – given that administration is often their biggest hurdle to success and survival.

Deloitte is committed to transforming business in Africa, ensuring that relevant technology solutions are used in line with operational needs. We have seen the benefit of working alongside our alliance partners, such as Sirion, to become enablers of transformation and growth. We continue to seek out opportunities to work with the best, to have the most positive impact.

About Sirion:

The world's leading AI-native CLM platform, Sirion is a pioneer in applying generative AI to help enterprises transform the way they store, create, and manage contracts. The platform's extraction, conversational search, and AI-led negotiation capabilities have revolutionized contracting across enterprise teams – from legal and procurement to sales and finance. The world's most valuable brands, such as IBM, Unilever, Ferrari, and Sony, trust Sirion to manage 7M+ contracts worth \$775B+ and relationships with 1.1M+ suppliers and customers in 100+ languages. Leading analysts such as Gartner, IDC, and Spend Matters have consistently recognized Sirion as a leader in CLM for its focus on category-leading innovation.



Let's start a conversation



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