



Apttus and LTI Announce Emergency Management Solution for Agile Disaster Response

Solution Accelerates Vendor Mobilization to Achieve Quicker Crisis Containment

SAN MATEO, CA – January 18, 2018 – [Apttus](#), the global leader in [Quote-to-Cash](#) and Contract Lifecycle Management solutions utilizing artificial intelligence (AI), and [Larsen & Toubro Infotech \(LTI\)](#), a global technology consulting and digital solutions company, today announced a joint solution that helps emergency response teams accelerate planning, preparedness and response to man-made and natural disasters.

The Emergency Management Solution, built on Salesforce platform, is a result of the [global strategic partnership](#) announced by Apttus and LTI on October 26, 2017. Apttus Contract Lifecycle Management tackles one of the biggest challenges in managing disasters – the lack of cohesive vendor management that leads to response-related inefficiencies. During a crisis, organizations need to quickly onboard, activate and track vendors, contractors and assets.

LTI's Emergency Management Solution removes these hurdles with the help of Apttus' Contract Lifecycle Management to help organizations prepare for various emergency scenarios, mobilize resources rapidly and help responders with quick containment and recovery. To improve decision support and efficient coordination, the solution enables social media integration, artificial intelligence, omni-channel communications and real-time analytics.

This application of Apttus CLM is unique as the typical use case involves streamlining enterprise business processes related to revenue generation and contract lifecycle management. Apttus CLM's ability to accelerate the orchestration of contracts and agreements between numerous organizations is highly pertinent for rallying vendors to quickly address oil spills, explosions, hurricanes, floods, earthquakes, fires, and other natural and man-made disasters. Once disasters are contained, Apttus CLM and P2P allow emergency response teams to address compliance and post-event audits.

"Apttus and LTI share a common goal of transforming organizations into agile, efficient industry leaders. We're proud to showcase our joint expertise to make emergency response teams more nimble and effective," said Kirk Krappe, CEO at Apttus. "Managing vendors and agreements can be extremely complex and slowed by manual, disjointed processes. Working hand-in-hand with LTI, we are removing these inefficiencies, allowing us to provide our customers with the automation and speed needed to expertly handle crisis situations anywhere in the world."

"Making quick decisions during disasters is challenging and complicated. It requires real-time intelligence, active collaboration and quick mobilization of response teams," said Sanjay Jalona, CEO & Managing Director, LTI. "LTI is excited to team with Apttus and extend our Emergency Management Solution to the Apttus platform to help organizations plan better and mitigate the environmental and financial impact of a crisis."

About Apttus

Apttus is a Silicon Valley-based global provider of the Intelligent Middle Office platform allowing enterprises to automate and optimize their most critical revenue and commercial relationship management processes. Apttus is powered by the Apttus Intelligent Cloud, a hybrid-cloud platform



utilizing the most advanced technologies from Salesforce, Microsoft and IBM. Analysts rank Apttus as the global gold standard for Quote-to-Cash (QTC) and Contract Lifecycle Management (CLM) solutions. Apttus' innovations include Max, the company's Applied Artificial Intelligence that enables enterprises to achieve superior business outcomes. Apttus partners with a world-class ecosystem. Apttus customers include hundreds of the world's mid-sized organizations and the who's who of the Global 1000.

About LTI

LTI (NSE: LTI, BSE: 540005) is a global technology consulting and digital solutions company helping more than 250 clients succeed in a converging world. With operations in 27 countries, we go the extra mile for our clients and accelerate their digital transformation with LTI's Mosaic platform enabling their mobile, social, analytics, IoT and cloud journeys. Founded 20 years ago as a subsidiary of the Larsen & Toubro group, our unique heritage gives us unrivaled real-world expertise to solve the most complex challenges of enterprises across all industries. Each day, our team of more than 20,000 LTItes enable our clients to improve the effectiveness of their business and technology operations, and deliver value to their customers, employees and shareholders. Find more at www.Ltinfotech.com or follow us at @LTI_Global.