

# WEATHER EVERY RENEWAL WITH RAINDROP CLM

Raindrop is proud to be recognized as **The Hackett Group Customer Value badge winner for Contract Lifecycle Management.**

Based on impartial, verified user ratings, this recognition reflects the **value customers achieve, stronger visibility, better control, and more efficient management of contracts across their full lifecycle.** It also highlights what sets Raindrop apart: a unified platform that helps teams centralize contracts, reduce risk, stay ahead of obligations, and keep commitments moving.



*Potential clients who have siloed teams across finance, legal, IT, procurement and so on will value the integrated, one-code platform that Raindrop provides, which fosters collaboration and business advancement.*

THE HACKETT GROUP



In addition to CLM - Raindrop received Customer Value recognition across major suites—S2P, S2C, P2P, and AP/I2P—as well as key modules including Intake & Orchestration, Sourcing, Spend Analytics, SXM, and eProcurement.

2026  
**VALIDATED**

2026  
**CUSTOMER VALUE**

Source-to-Contract

*“Raindrop’s S2P approach paired with its disruptive commercial model puts pressure on both niche intake & orchestration players as well as legacy suites. By embedding conversational intake, configurable routing, and AI-enabled metadata extraction into a configurable and easy-to-use platform, Raindrop is helping organizations orchestrate at scale.”*

**NIKHIL GAUR**  
Director, Strategic Projects & Research Analyst  
The Hackett Group

2026  
**CUSTOMER VALUE**

Contract Lifecycle Management

2026  
**CUSTOMER VALUE**

Sourcing

2026  
**CUSTOMER VALUE**

Supplier Management

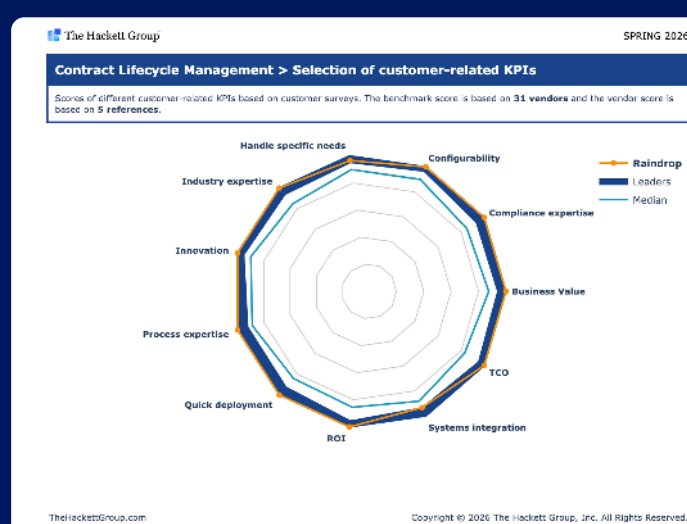
2026  
**CUSTOMER VALUE**

Spend Analytics

## CLM CUSTOMER RELATED KPIS

Raindrop customers rated our Contract Lifecycle Management module as a top Leader in these areas:

- Business Value
- Innovation
- Compliance Expertise
- Process Expertise
- Configurability
- Quick Deployment
- Handle Specific Needs
- ROI
- Industry Expertise
- Systems Integration
- Total Cost of Ownership (TCO)



## INTAKE & ORCHESTRATION FOR CLM

Raindrop is a clear Value Leader for solutions that automate the authoring, negotiation, execution, implementation, monitoring and renewal of B2B contracts.

Raindrop is a clear Leader for I&O in relation to how the system manages all contract related information, such as templates, clauses, financial details and obligations with advanced search capabilities. Related capabilities include data modeling and tracking of contract components, risks, financial impacts and relationships within CLM.

