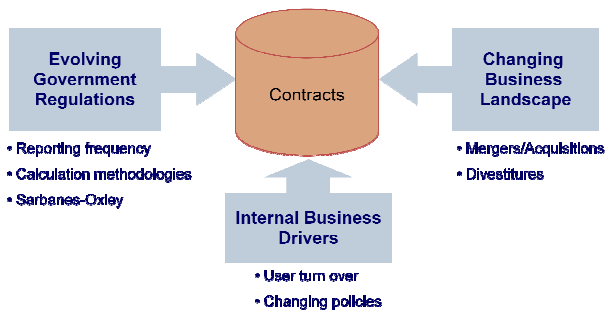


## Contract Lifecycle Management Services

### What is the current landscape around CLM?

Enterprises currently face the need to streamline their Contract Management Lifecycle due to increasing and evolving governmental regulations, changing business landscape and internal business drivers.



Additionally, the complexity and volume levels around contract management continue to increase. In an attempt to minimize the risk, Enterprises rely today on disparate systems or solutions, often manual, to manage contracts. These solutions are paper-laden, loosely connected, labor intensive and reliant on email that might not meet compliance requirements and can be prone to errors. Contract managers must rely on overworked legal departments.

### What services does Adjility offer?

Our approach is to focus on streamlining the contract assembly process, communication and collaboration among key players, by designing and implementing a solution which allows our clients to achieve its goals in a timely and cost effective fashion. Our focus comprehends processes, technology, org structure and CLM workflows.

### Who does Adjility provide these services for?

We do this for leading companies, from **Fortune 50** companies to **leading mid-market companies** seeking an efficient partner.

Every customer is unique. Our years of experience of working with customers of all sizes tell us that your needs need specialized offerings.

We have tailored offerings to meet the needs of firms with different sizes, competitive profiles, and business needs.

### How Do We Deliver Business Value?

A sound approach to building CLM system should include a prioritization exercise to help organizations achieve a balance of spends and returns on investment. Therefore, our initial focus is to help you identify your objectives and lay out a plan to achieve them. Summary of the key objectives may include:

- Improve accuracy of contract terms and address the need for contract standardization while lowering administrative and legal costs associated
- Reengineer processes and workflow for reduced cycle time, e.g. eliminate redundant contract versions that can increase contractual risk
- Utilize approved contract templates and standards to ensure profitability, customer service & regulatory compliance
- Measure and manage contract commitments and obligations
- Utilize business intelligence tools to enable global regulatory compliance
- Enable transparency across contract business processes
- Ease integration with existing enterprise resource planning (ERP) systems

**If you want to enhance the ROI or delivery of your CLM solution, contact Adjility Consulting at [jpiedras@adjility.com](mailto:jpiedras@adjility.com) at 973-216-2993 or [Ajo@adjility.com](mailto:Ajo@adjility.com) at 469-223-7599**

## Technology Framework

We recommend technology that addresses all key issues, and focus the key issues for a proper implementation:

### Contract Creation & Negotiation

- User roles, permissions and org units clearly defined
- Single source of truth with reduced manual steps, and roles & responsibilities well defined end-to-end
- Automating the manual approval workflow needed to consistently ensure the right checks and balances are in place
- Effective management of all contract types (buy side, sell side, IP, etc)
- Utilize approved contract templates and standards including contract amendments and schedules

### Contract Execution

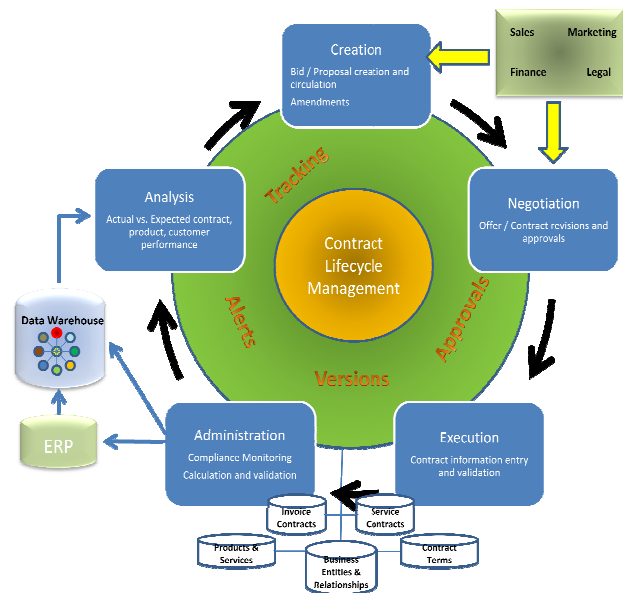
- Business rules are defined and integrated
- Vendor/supplier and contract relationship management capabilities
- OLAP reporting to leverage contract related information for true business intelligence information and ad-hoc capabilities

### Contract Administration

- Compliance, performance and risk tracking monitoring
- Approvals, Version control, Alerts and Validations controlled by workflows

### Contract Analysis

- OLAP reporting to leverage contract related information for true business intelligence information
- Full integration with ERP (SAP, Oracle, JD Edwards, Peoplesoft, etc.)
- Minimize custom integrations, and use standard technologies like .NET to do so



## What makes Adjility a good choice as your CLM solution partner?

Adjility has a simple philosophy – delivering value. We do this by building our projects on these three tenets:

1. **Finding and linking business value to the project** – We are business as well as technology consultants of 10+ years of experience
2. **Making delivery efficient** – As an example, we can leverage a global delivery where appropriate or use fixed fee approaches to manage your cost
3. We ensure a project is capturing as much value as practical, and then build it so no value is lost in delivery.

**Using experienced technical skills** – As an example, we use consultants who have an average of 10+ years of experience

GIVE YOURSELF THE ADJILITY EXPERIENCE

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