

Introductions



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What We'll Cover Today

01

Industry Data

- CLM Workflow Observations

02

Traditional CLM Workflow

- Workflow Defined
- Business Perspective
- Functional/Technical Perspective

03

Modern CLM Workflow

- Business Perspective
- Functional/Technical Perspective

04

Beyond Workflow

- Context
- Visibility
- Metrics

05

Contracts 365 Introduction

- What Is Contracts 365 & Why We Built It

06

30-Second Contracting

- A Day In The Workflow Life Demo of Contracts 365

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39%

Completion is mistaken for success

Only 39% of commercial practitioners believe contracts deliver the desired outcome. Separately, CFOs report missed additional fees (44%) and unused supplier discounts (40%).

11%

Contract Management Process Effectiveness

Only 11% of business rate their contract management processes as effective.

