

# CONTRACT EXCELLENCE PRODUCTIVITY WORKSHOP



## THE FIRST LAW OF CONTRACT EXCELLENCE

A company that does not control its contracts is not in control of their business.

## WORKSHOP OVERVIEW

The workshop is designed to be a collaborative discovery process focused on the end-to-end contracting process lifecycle in your organization. Your business strategy and process subject matter experts will spend working sessions with CLM Matrix consultants and automation specialists examining and documenting your business process. The facilitators will formalize the information discussed and compose a comprehensive Visio workflow diagram of your initial draft of an end-to-end process lifecycle. They will prepare a high-level gap analysis report comparing your current processes and technology tools against potential future solutions. The workshop will be two working days in length.

## WORKSHOP VALUE

- Better understanding of your existing Contract Lifecycle Management (CLM) process and a more concise articulation of your to-be CLM process.
- List of opportunities for potential performance improvements.
- Identification of ROI of process improvement opportunities.
- Roadmap for enabling process improvement and automation through technology and procedural changes.

## WORKSHOP DELIVERABLES

- Visio workflow diagram of your new strategic CLM process.
- Prioritized business and technical drivers.
- Workshop notes and documentation.
- Formal presentation of workshop results.

## WORKSHOP CUSTOMER COMMITMENT

The workshop will require four to six of your business strategy and process subject matter experts to spend focused time and attention during the scheduled workshop sessions. One person will be selected as the primary point of contact to work with the CLM Matrix team in handling workshop scheduling and logistics.

The Contract Excellence Productivity Workshop is a catalyst for helping your organization realize a higher level of performance by enabling your intellectual and technology investments to better realize higher business and productivity value. The focus will be on improvement towards a standardized, but flexible CLM “Best Practices” state.



To learn more about CLM Matrix and our award winning software solutions, please visit [clmmatrix.com](http://clmmatrix.com) or contact us directly at 1.800.961.6534.