

# 10 Attributes



**1** Ensure clear scope and goals.

Result: Dramatically reduce #1 cause of claims and disputes



**3** Stakeholders engaged and aligned.

Result: Increased trust and collaboration



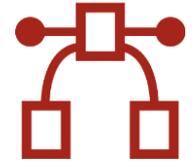
**5** Manage risk through balanced negotiations.

Result: contract supports value creation and innovation



**7** Design contracts for users.

Result: Contracts become indispensable tools to achieving business goals



**9** Deploy appropriate contract technology.

Result: Efficiency and quality in performance, analysis and reporting



Generate up to 9.2% financial benefit

**2** Involve commercial team early.

Result: Appropriate form of contract; avoiding re-work during negotiations



**4** Drive efficiency in pre-signature lifecycle.

Result: Reduce competitive exposure; faster time to revenue



**6** Incorporate terms for flexibility and governance.

Result: Enable change and effective performance management



**8** Ensure effective post-signature handover.

Result: Commitments and obligations understood and realised



**10** Invest in robust post-award process and governance.

Result: issues and errors avoided, value achieved or exceeded

