

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.

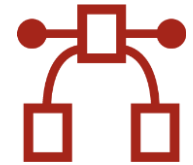
Result: contract supports value creation and innovation



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

