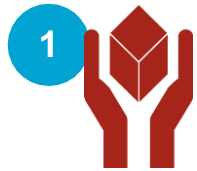


# 10 Pitfalls



1

Lack of clarity  
on scope and  
goals.

Result: Cause of  
claims/disputes



3

Failure to  
engage  
stakeholders.

Result: Misaligned  
interests and future  
opposition



5

Negotiations focus  
on the wrong terms  
and risks.

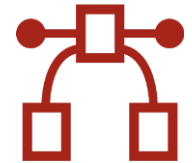
Result: Loss of  
economic benefit;  
contract a weapon



7

Contracts  
difficult to use  
or understand.

Result: Users see contract  
as irrelevant to business  
needs



9

Limited use of  
contract  
technology

Result: Inefficiency and  
loss of quality in  
performance and analysis



Average value  
erosion 9.2%



Legal/contract  
team not  
involved early  
enough.

Result: Wrong form of  
contract & extended  
lead time



Protracted  
negotiations.

Result: Competitive  
exposure & delayed  
revenues



Contracts lack  
flexibility.  
Insufficient focus  
on governance

Result: Performance  
management dominated by  
blame/fault



Poor handover  
from deal team to  
implementation  
team

Result: commitment &  
obligations missed &  
misunderstood



Poor post  
award  
processes and  
governance.

Result: Repetitive issues  
and errors causing value  
loss

