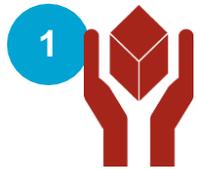


10 Pitfalls



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.

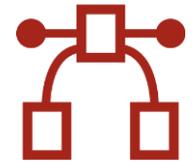
Result: Loss of economic benefit; contract a weapon



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

