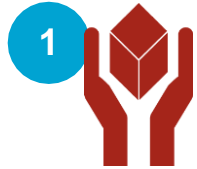


10 Pitfalls



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.

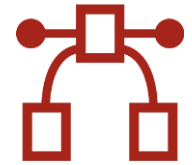
Result: Loss of
economic benefit;
contract a weapon



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

