



 Ironclad **IMPOSSIBLE™**  Optimizely

How to Address Rogue Contracting in a Remote-First World

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The Panel



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Agenda

1

The Problem of Rogue Contracting

Business people negotiate their own agreements, leaving legal out of the picture. Legal has to pick up the pieces.

2

Rogue Contracting in the Age of COVID-19

Rogue contracting was already a problem, but has gotten way harder today, because everybody's remote and the business is quickly shifting to deal with COVID-19

3

Solutions to Rogue Contracting

We need to improve process, collaboration, and visibility to address the issue of rogue contracting.

Part 1: The Problem of Rogue Contracting

For Discussion

WHAT

A process challenge where resource-strapped legal teams don't have a great way to bake all their internal and external compliance requirements into the contracting process.

LET'S TALK

- What does this look like and why does it happen?
- How does rogue contracting differ across business units?
- What are the hidden costs of rogue contracting?



Part 2: Rogue Contracting in the Age of COVID-19

For Discussion

WHAT

With every stakeholder OOO and WFH, how are you keeping everyone on the same page when navigating the often complex contracting process, and your business workflows rolling?

LET'S TALK

- How has remote work impacted the way you collaborate cross-functionally, and especially on contracts?
- Any stories or examples of how things have gotten harder to deal with?
- As contracts have been renegotiated, is contract volume a factor?



Part 3: Solutions to Address Rogue Contracting

For Discussion

WHAT

How do we work better together while we're apart?

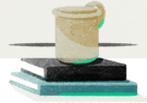
Collaboration, process and visibility are the keys to success in driving change management.

LET'S TALK

- **Assess:** Where is the pain in the organization? What are the gaps?
- **Process:** How do you define and socialize the process in a way that actually works?
- **Collaboration:** How do you use more "carrot" and less "stick?"
- **Visibility:** With everyone remote, how do you get contracts out into the open so everyone can see them? How does this make an impact?



Examples of essential contract management processes



SOFTWARE-ASSISTED COMMUNICATION

Activity feed

Dynamic contract assignment



PROGRAMMED KNOWLEDGE SHARING

Plan ahead with a workflow for contract approvals and signature authority

Program legal-approved fallback provisions



ON DEMAND REPORTING

Label and tag data in your contracts



Q & A



Legal Can Play a Role in Ensuring A Rising Tide Lifts All Boats

Thank you!