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roduction & Topic

t are we talking about when we say CLM?

mon Pitfalls in CLM Implementations

Implementations: More than just tech!

erience and successful case studies

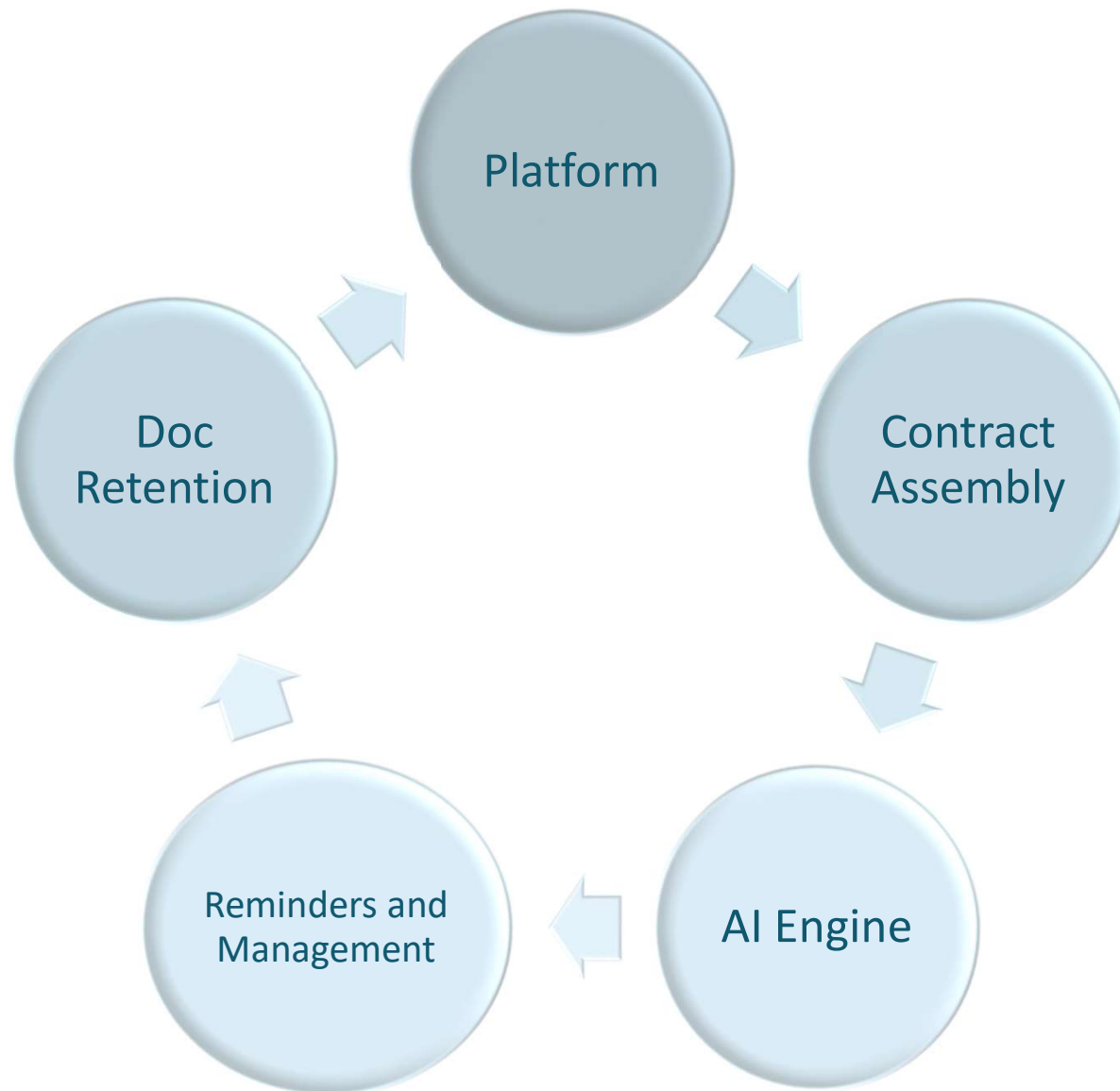
elephant in the room: is CLM disruptive for the legal profession? How  
departments adapt to embrace CLM?

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## What do you expect from a successful CLM?

 Mentimeter

we mean when we say “CLM”



## Is & Traps

r scoping

Expectation setting (both from  
Vendor & Org)

Missing the internal costs

Not getting about people &  
Access

Digital Highway vs Digital car

X



## Contract Life Cycle Management Smarter and Simple

### PROBLEM STATEMENT

of  
consistency and  
standardization  
lawyers work  
own way  
their own  
processes and  
of working  
inefficiencies

### CUSTOMER NEEDS

1. **Standardization and simplification of processes** by re-using critical knowledge and enabling targeted automation/self service, reducing response time and process cycle time
2. **Reduction of risk**, mistakes, for example, avoiding missing deadlines, tracking milestones, obligations, expiry dates
3. **Consistency** that provides the correct information to the right people at the right time

### SOLUTION

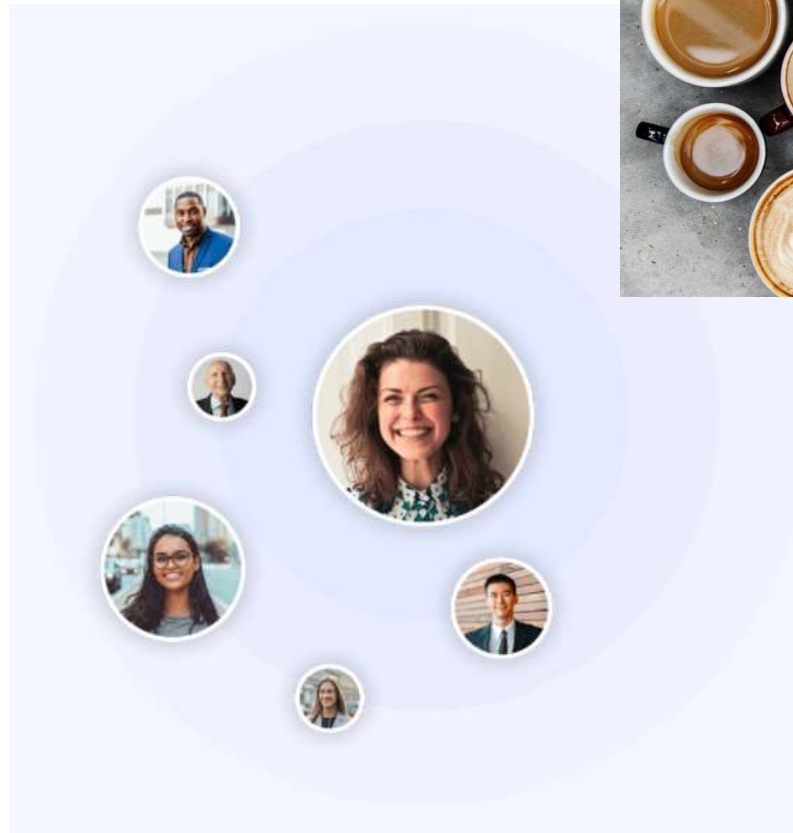
1. **Request:** a fully automated contract initiation
2. **Creation:** single point where contract templates are available
3. **Negotiation:** draft versions on the platform for working collaboration between lawyer and business colleagues
4. **Execution:** electronic execution integration
5. **Filling:** using metadata already captured in the process (AI-HI) and set of alerts for milestones and expiry dates
6. **Analysis:** generate metrics and KPIs for data-driven performance management

### Critical Success Factors

One size does not fit all. Structured data. Teamwork. Agile WoW. People, process and tech solution  
Continuous improvement.

# Legal Innovation Coffees

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What do you expect from a successful CLM?