Getting Started

10 Things You Wish You Knew About Contract Management (But Were Afraid to Ask)

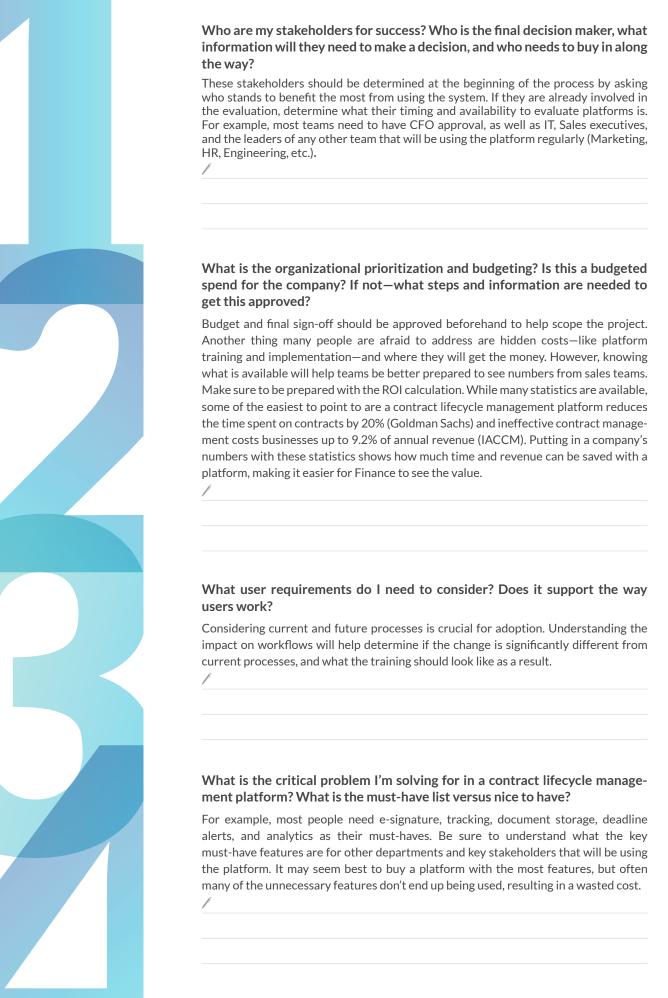


Congratulations for taking the initiative to create change around contract management! When it comes to contracts, there are many things to consider.

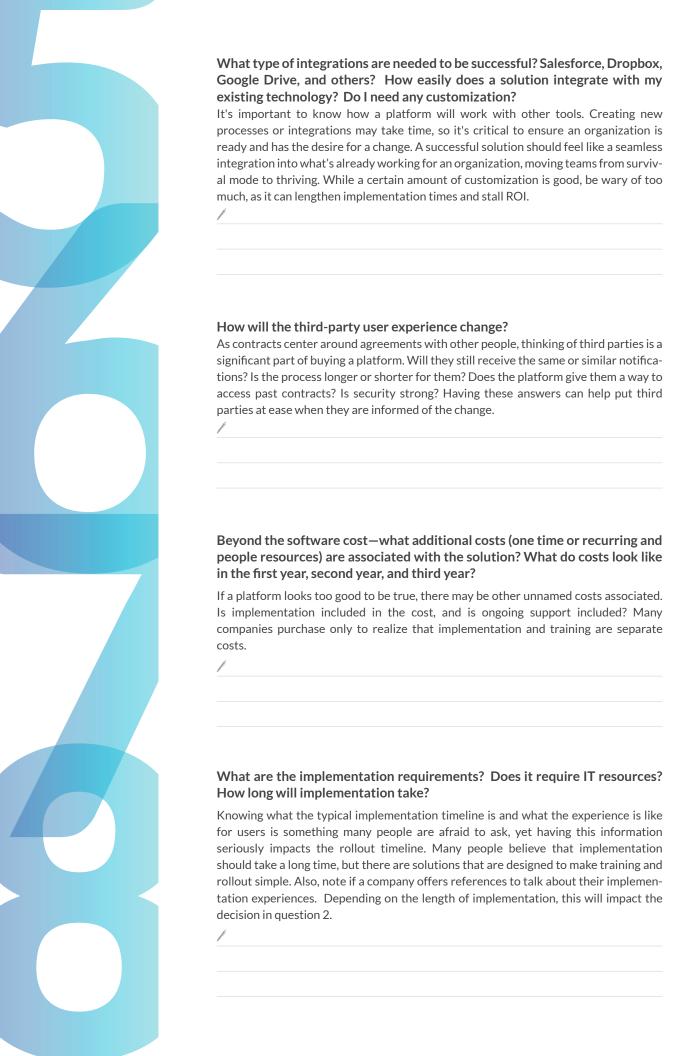
This is a list of 10 points people wished they'd thought about at the beginning of the process, starting from considering if it's the right time to buy, to the internal rollout and adoption no one talks about. In addition, sales leaders have weighed in on the topics they wish people thought about, such as budgets, key stakeholders in other groups across an organization, and expansion plans.

This list highlights the 10 things people wish they'd known about contract management platforms as they begin the journey towards creating contract success within an organization.

Follow along to build your own go-to guide whenever you see the pen icon.











Will the solution scale with my company's needs as we grow and expand?

What does an expansion or an upgrade look like? A platform should be able to grow alongside companies as they scale, not hurt their growth. Having expansion in mind will help teams choose a platform that won't just be a band-aid in the meantime, but a long-term solution.

Can I test drive the software before purchasing?

The vendor should be comfortable providing a free trial for users to test the platform and ensure its tools are a good fit. While some features may be limited in a free trial, overall, using the platform at this stage shouldn't require extensive training. Using the platform should feel like second nature, as opposed to a complicated tool that will take time and effort to learn.

Asking these questions both within an organization and during the sales cycle may seem daunting, but they are the keys to a successful purchase and launch for a contract management platform. By considering all aspects: timing, teammates, third parties, and more, Legal, Procurement, Sales, and every key manager of contracts in an organization can transform contract management into contract success.