

Do you need Enterprise Contract Management?

10 questions for a self-diagnostic test. If you can't tick these boxes you should consider evaluating Enterprise Contract Management systems:

		<input checked="" type="checkbox"/>
1	Do you know how many contracts your organisation has?	<input type="checkbox"/>
2	Is somebody responsible for the contract 'process' (ie the whole lifecycle) in your organisation?	<input type="checkbox"/>
3	Do you know how many of your contracts have cost penalties or potential legal liability exposure, and what the aggregate value of your potential liability is?	<input type="checkbox"/>
4	Are all of your contracts renegotiated prior to the automatic renewal dates? Are you sure you are only paying support or maintenance fees that are necessary?	<input type="checkbox"/>
5	Are you sure that you are charging accurately to all your customers?	<input type="checkbox"/>
6	Are you able to ensure local compliance to standard terms and conditions with your corporate contracts? Does legal have full visibility of contract variations – and do you know about the risk you may be taking on?	<input type="checkbox"/>
7	If a key employee leaves, could you guarantee no loss of correspondence relating to a contract? Would the audit trail remain intact?	<input type="checkbox"/>
8	Can you determine all your contracts with a specific entity, or in a specific country? Or calculate your total contracted revenue expected for the month?	<input type="checkbox"/>
9	Do you know how much time staff spend trying to find contracts, chasing up colleagues to determine the location of contracts and sending them between offices?	<input type="checkbox"/>
10	Is contract management in your organisation as efficient as other key functions such as accounts?	<input type="checkbox"/>

Source: PriceWaterhouseCoopers