



Groeien in de rol van contractmanager

Supernova, Utrecht 16 Maart 2017 – Trainer: Ron Otten

IACCM: 10 valkuilen contracting



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%

2 Legal/contract team not involved early enough.

Result: Wrong form of contract & extended lead time



4 Protracted negotiations.

Result: Competitive exposure & delayed revenues



6 Contracts lack flexibility. Insufficient focus on governance

Result: Performance management dominated by blame/fault



8 Poor handover from deal team to implementation team

Result: commitment & obligations missed & misunderstood



10 Poor post award processes and governance.

Result: Repetitive issues and errors causing value loss



IACCM onderzoek laat zien dat:

De meest organisaties focussen op de verkeerde dingen tijdens het structureren van deals:

Top 5 terms negotiated with greatest frequency:

- Limitation of liability
- Indemnification
- Price/Charge/Price Changes
- Service levels and warranties
- Payment

Top 5 Terms that have the most impact on success or failure:

- Scope and Goals
- Change Management
- Communications and Reporting
- Responsibilities of the Parties
- Service Levels and Warranties
- Price / Charge / Price Changes

IACCM onderzoek laat ook zien dat:

- In 90% van de organisaties wordt het contract gezien als instrument voor controle en compliance
- 9 van de 10 managers toegeven dat ze contracten moeilijk te lezen of begrijpen vinden
- De noodzaak tot serieuze revisie van contracten tijdens executiefase is met bijna 40% gestegen.

Q4Talent CM rollen

