



8 questions

to ask before
choosing a
CLM platform

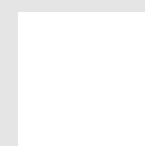


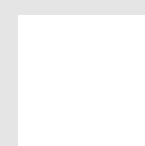
CHECKLIST















Request

Are there standardized, permission-based processes for clients, customers, vendors, suppliers, and other stakeholders to request new contracts?





Authoring

Are there standard templates for fast contract drafting? Is it easy to make changes through editing, drag and drop, and other time-saving capabilities?





Negotiation

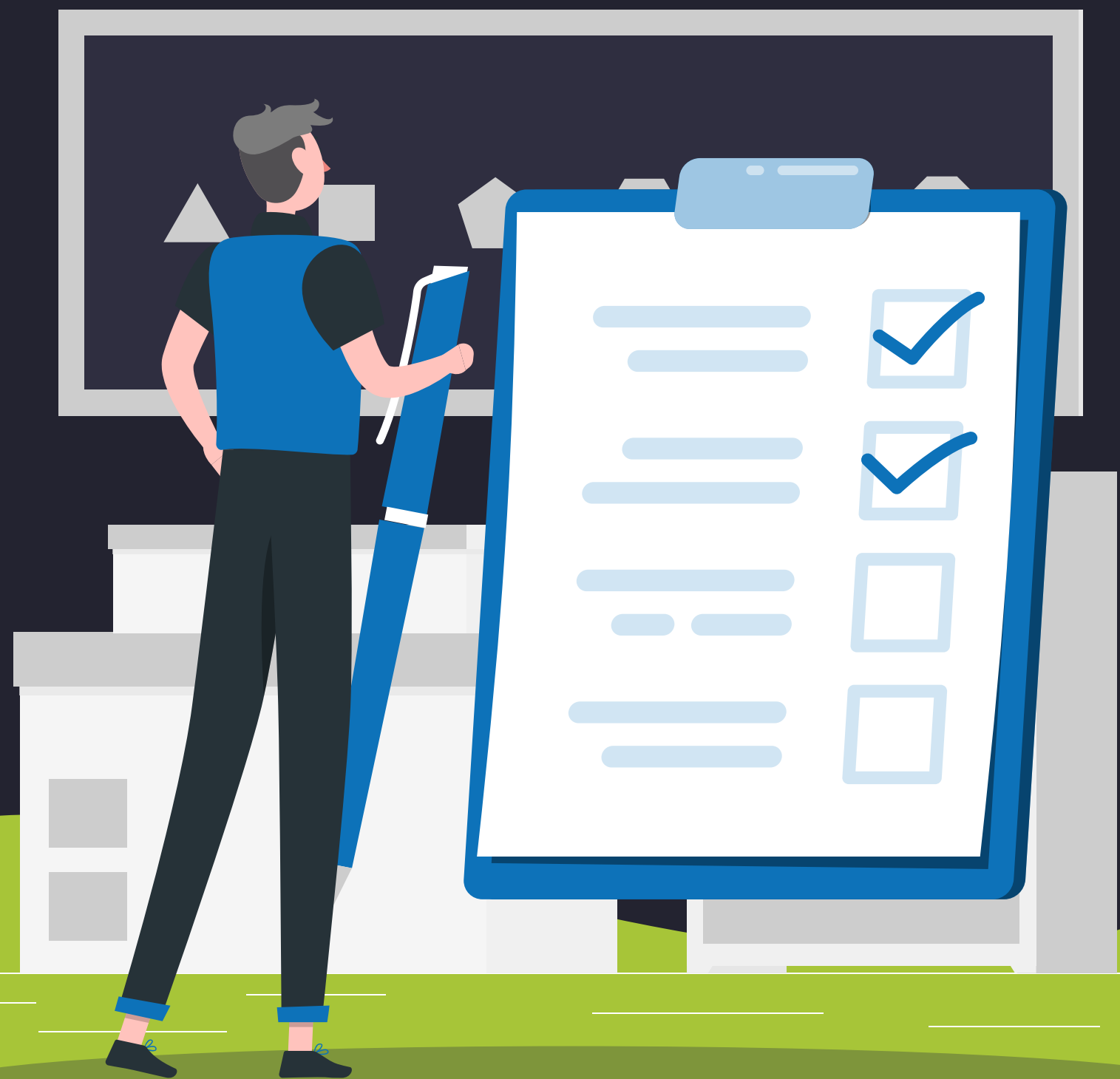
Do employees, customers, and vendors have real-time access to contracts? Is it possible to compare different versions and review changes during negotiations?





Approval

Is it possible to manage and customize the approval process for different contracts and clauses and correct information while meeting requirements and deadlines?





Execution

How long does it take to sign a contract?
Is searching for documents and versions
leading to longer drafting, reviewing, and
approval times?





Obligation

Is it possible to to effectively manage obligations and tasks after contracts are executed? Are systems in place to assess risk, control spending, and meet compliance standards?





Compliance

Is there visibility of contractual relationships and full audit trails? How are regulatory, legal and compliance standards maintained?





Renewal

Are renewals managed effectively to ensure there is an opportunity to negotiate, update, or cancel?

