



## Enterprise Contract LifeCycle Management

Because Managing the Agreement Lifecycle is Critical to Improving the Bottom Line

Alliance integrates people, practices, processes, and technology to deliver value-driven business solutions to its clients nationwide. Leveraging vertical business perspective and a unique delivery model, Alliance mobilizes strategic resources on demand to create the next dimension in business solutions.

For many companies, contract lifecycle management remains a major source of operational and compliance weakness. While senior managers recognize that improvement would lead to better risk management, reduced cost, and increased revenue, few are equipped to solve the problem alone.

The Alliance Enterprise Contract LifeCycle Management (CLM) Practice addresses this common need across many industries. Alliance supports clients in all phases of CLM: Requirements Definition, Business Case Development, Software Selection, Implementation Planning and Packaged Software Implementation services.

### The Right Package Can Make all the Difference

Companies want to make an informed decision when choosing a CLM package. Factors such as out of the box functionality, configurability, technology platform, scalability, ease of integration, and corporate longevity all play a part in determining the best solution. Given a company's unique requirements and priorities, Alliance uses a software selection methodology and tool set to determine the most appropriate solution.

### The Right Partner Insures Success

Choosing the software is only the beginning. Managing changes to the software, developing interfaces to existing in-house and 3<sup>rd</sup> party systems, converting data from paper and electronic records, re-engineering core

business processes, user training and change management, and maintenance and support are a few of the factors involved in successfully implementing a CLM solution. Alliance is experienced and well versed in all of these facets of CLM.

### The Alliance Solution Set

Based on best practices gained through years of extensive industry experience, the Alliance approach consists of proprietary technology assets and services including:

- ❑ Comprehensive Software Selection tools and methodology
- ❑ Best practices in CLM Future State business processes
- ❑ Package Software Design, Configuration and Integration with existing systems
- ❑ Tools and partnerships to support "Backfile" (legacy and work in process) contract conversion

### Partners in CLM Excellence

Alliance maintains partnerships with premier CLM software providers and has successful deployment experience with each.

