

10 Performance Incentives to Consider in Drafting System Development or Implementation Contract

A post on the **Tech & Sourcing blog** of Morgan Lewis offers 10 contractual mechanisms for providing meaningful performance commitments and consequences if the commitments in a system development or implementation contract are not met.

For example, system implementation deals costing 300% more than the original budget, go-live dates for development projects being way past the scheduled dates, and deliverables that do not meet the customer's expectations, write **Barbara Murphy Melby** and **Morgan L. Richman**.

They discuss numerous contractual mechanisms that are designed to provide guideposts and checkpoints to enable success.

Read the article.