Contract Management: Identify Your Business Need for a Better Solution

Merrill DataSite has posted a complimentary white paper titled “Contract management and business needs: Finding the driving business need in your company.”

The white paper addresses what it will take to finally convince senior management that it’s time to take action. One step is to **identify** the driving business need in your organization – the next is to demonstrate how improved contract management can support that business need.

What’s tricky is that executives don’t always articulate that driving business need directly. But you can identify it by picking up cues – in executive decisions, priorities and company culture, Merrill DataSite says.

Download the white paper.