

# How Weak Contract Management Prevents GCs from Answering CEO's Toughest Questions

Although major organizations rely on contracts to define nearly every aspect of their business, from sales to vendor relationships to liability, sub-par processes are undermining efficiency and efficacy in the general counsel's office.

A complimentary **white paper** from Exari discusses survey findings that highlight gaps in risk and revenue insight created by poor contract management practices.

Exari surveyed more than 90 corporate and general counsel to better understand the impact of common contracting trends and pain points on productivity and risk assessment at organizations handling large volumes of contracts. The report lays out these findings, as well as tactics for preventing key contract information from slipping through the cracks, empowering general counsel to take a seat at the executive table during high-stakes events or crises.

**Download the white paper.**