

Making the Case for a New Contract Management System

✘ Merrill DataSite has posted a complimentary white paper titled “Urgent problems requiring contract management solutions: Five key needs to get executive attention.”

The white paper can help you articulate your needs and concerns – and build a business case for a new contract management solution, Merrill says.

Such problems issues often stay below the radar until something pushes them to the forefront and gets the attention of senior management, creating urgency for a better solution.

Merrill says that, if you face any of the following situations, it’s time to make a change:

1. Imminent contract management system phase-out
2. Missed sales and lost revenue
3. Forthcoming audit needs
4. Recent contract errors and/or disasters
5. Impending mergers and/or acquisitions

Download the white paper.