Best Practices: Uncover the Full Potential of CLM Implementation

Conga and Forrester have published a new report titled "Best Practices: Uncover the Full Potential of Your CLM Implementation." The report on contract lifecycle management **can be downloaded** from Conga's website at no charge.

In promoting the report, Conga makes three points:

1. Customers are leaving money on the table by not fully implementing CLM. Fewer than one in five of all CLM customers interviewed captures all the strategic values a CLM implementation can bring.
2. Engage early with stakeholders and manage their expectations. It's critical to start working with general counsel and other key stakeholders early when developing a business case. Having a holistic plan that ties benefits to stage and to stakeholder will keep the implementation on track.
3. Have a solid and funded business case that drives the later stages of implementation. More than 70 percent of CLM customers interviewed stopped at stage 2 of the implementation. Having funds, resources, and support enables the latter stages of CLM optimization.

Download the report.