



# Enterprise Contract Management: A Practical Guide to Successfully Implementing an ECM Solution

*Anuj Saxena*

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## Enterprise Contract Management: A Practical Guide to Successfully Implementing an ECM Solution

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Globalization, increased economic and geopolitical uncertainty, technological advancements, and a rise in the number of regulations and legislations have led to a significant rise in the importance, volume, and complexity of modern contractual agreements. Yet, in spite of these profound changes, many organizations still manage the contracting process in a fragmented, manual, and ad-hoc manner, resulting in poor contract visibility, ineffective monitoring and management of contract compliance, and inadequate analysis of contract performance. The net effect of this has been a heightened interest in re-engineering and automation of Enterprise Contract Management (ECM) processes across industry sectors and geographies.

## Enterprise Contract Management: A Practical Guide to Successfully Implementing an ECM Solution

addresses all the questions surrounding ECM, ECM solutions, and the project management, change management, and risk management considerations to ensure its successful implementation. This concise text will help your organization manage the challenges of the contract life cycle and the key success factors and pitfalls in a typical ECM solution. It is a must read for corporate executives, buyers, procurement and strategic sourcing specialists, consultants, contract administrators and procurement managers.

There is currently no other book available on ECM solutions. All existing books on contract management focus on the legal aspects of contracts, but none describe the functions, features, and capabilities of technology solutions that support ECM, nor do they explain the key considerations for ensuring a successful ECM solution implementation.

**Key Features:** -Provides comprehensive coverage for both process-oriented and technologically savvy senior managers, project managers, and contract administrators  
-Covers the key functions and capabilities of ECM solutions and how they can be implemented within and beyond an organization  
-Details the process aspects of ECM, such as the ECM lifecycle, the position and importance of ECM within an organization, and its relationship with governance, risk, and compliance management  
-Features the key capabilities, functions, and benefits of new technology, ECM Solutions, to address the issues faced by most organizations in different phases of the contracting lifecycle  
- Gives powerful advice for managers tasked with implementing an ECM Solution and for those looking for ideas on how to get the most out of their current ECM Solution  
-WAV offers a free downloadable presentation on best practices for implementing an ECM Solution, a sample project plan and RFP template, and lists of valuable resources, available from the Web Added Value Download Resource Center at [jrosspub.com](http://jrosspub.com)

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