



GovCon Executives Made their Case for Modernizing their Contracts System



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Overview

This document summarizes the key takeaways from the recent Executive Roundtable panel discussion – Making the Business Case for a Real Contract Management System.

Contracts executives know that modernizing their system will boost efficiency, morale, compliance and the accuracy of data calls. However, securing the funding to make the switch to a more modern system is difficult. Indeed, Unison's annual survey indicated that 35% of contracts executives could not secure the funding needed to modernize.

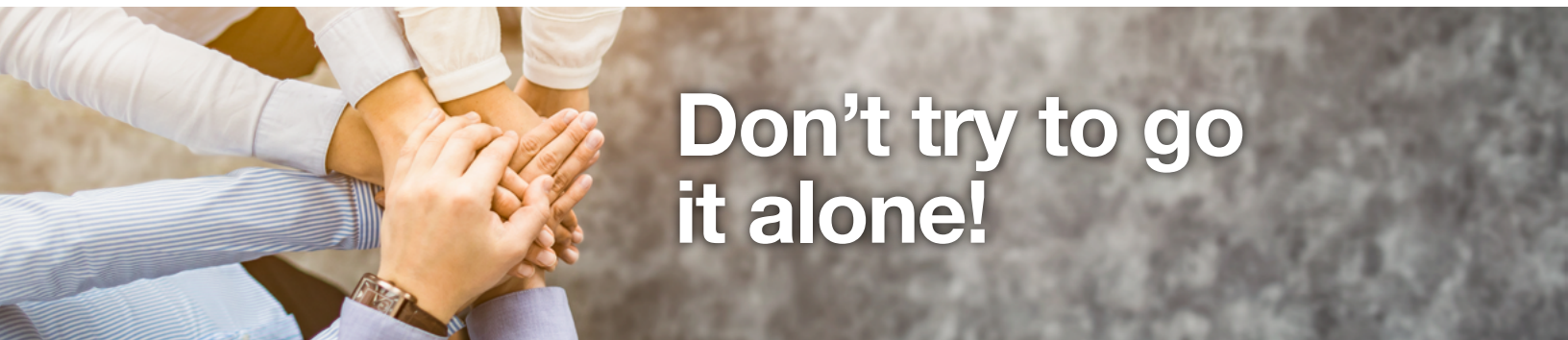
Leading Contracts Executives at the Roundtable highlighted three essential points about making your business case:

1. **The CFO is the primary executive stakeholder.** The CFO's role in allocating funding and the importance of a CLM interfacing with their financial management system can be critical. Engage the CFO early and often as you build your case. CFO's will be most interested in efficiencies that will enable the company to grow without a proportional increase in Contracts staff.
2. **Highlight benefits for other key departments.** A compelling business case for a modern Contracts system will emphasize benefits beyond the Contracts department. Focus on benefits for those departments that matter most, including:
 - **Business Development:** Increase revenue with instant access to past performance and available contract vehicles.
 - **Finance:** Get accurate reports...quickly. Boost efficiency and scalability.
 - **Programs:** Get prompt notifications about funding, deliverables due and small business subcontracting.
 - **Legal & Compliance:** Enhance transparency and minimize risk of penalties and settlements.



3. Explain benefits to the Contracts department in a way that your CFO and executive committee can best understand, for example:

- Gain insight from executive dashboards that put all vital contract information at leadership's fingertips;
- Reduce time and effort necessary to respond to data calls by 65%;
- Boost the accuracy of reports used to make executive decisions—by minimizing manual data entry and errors made while gathering and synthesizing data outside a system;
- Minimize audit risk with comprehensive clause-management capabilities and by getting DCAA, DCMA and GSA auditors what they need quickly;
- Boost morale and productivity by minimizing time spent on tedious and repetitive work.



**Don't try to go
it alone!**

Make it clear to your colleagues the benefits of an upgraded contract management system:

- **Finance:** Get accurate reports...quickly. Boost efficiency and scalability.
- **Business Development:** Increase revenue with instant access to past performance and available contract vehicles.
- **Legal & Compliance:** Enhance transparency and minimize risk of penalties and settlements.
- **Programs:** Get prompt notifications about funding, invoices, and payments.

Let us help you make the business case for your enterprise-wide system.

“ **Unison CLM provides an intuitive, efficient, and integrated approach to answering data calls and fully complying with FAR/DFARS and agency-specific regulations.**”

- Director of Contracts, Global 500 Aerospace & Defense Company

“ **Unison CLM streamlines our contracts business and allows our employees to focus on items that matter.**”

- Scott Ledford, Contracts Analyst, Frontier Technology, Inc.

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