

**LawCamp @ Bird & Bird  
Frankfurt, March 20<sup>th</sup>, 2010**

**Legal and Contract Management:**

**Brothers in Arms or  
internal Competitors?**

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# Agenda

- Contract Management, Tasks, Reporting Lines
- Responsibilities of Legal Departments
- Area of Interaction
- Differences / Similarities
- „Lines of fire“
- Organisational Design
- Lessons learned



# Contract Management: ambiguous Term

There is no common understanding / definition of Contract Management.

Role, tasks & responsibilities differ and change

Intended benefits of role are to be reflected in responsibilities.



# Reporting lines

- Sales / Business Unit
- Legal
- Operations
- Finance and Control
- Audit
- Procurement
- .....

Also see latest blog of IACCM / Tim Cummins of March 19<sup>th</sup>, 2010

<http://tcummins.wordpress.com/2010/03/17/who-owns-contract-management/>

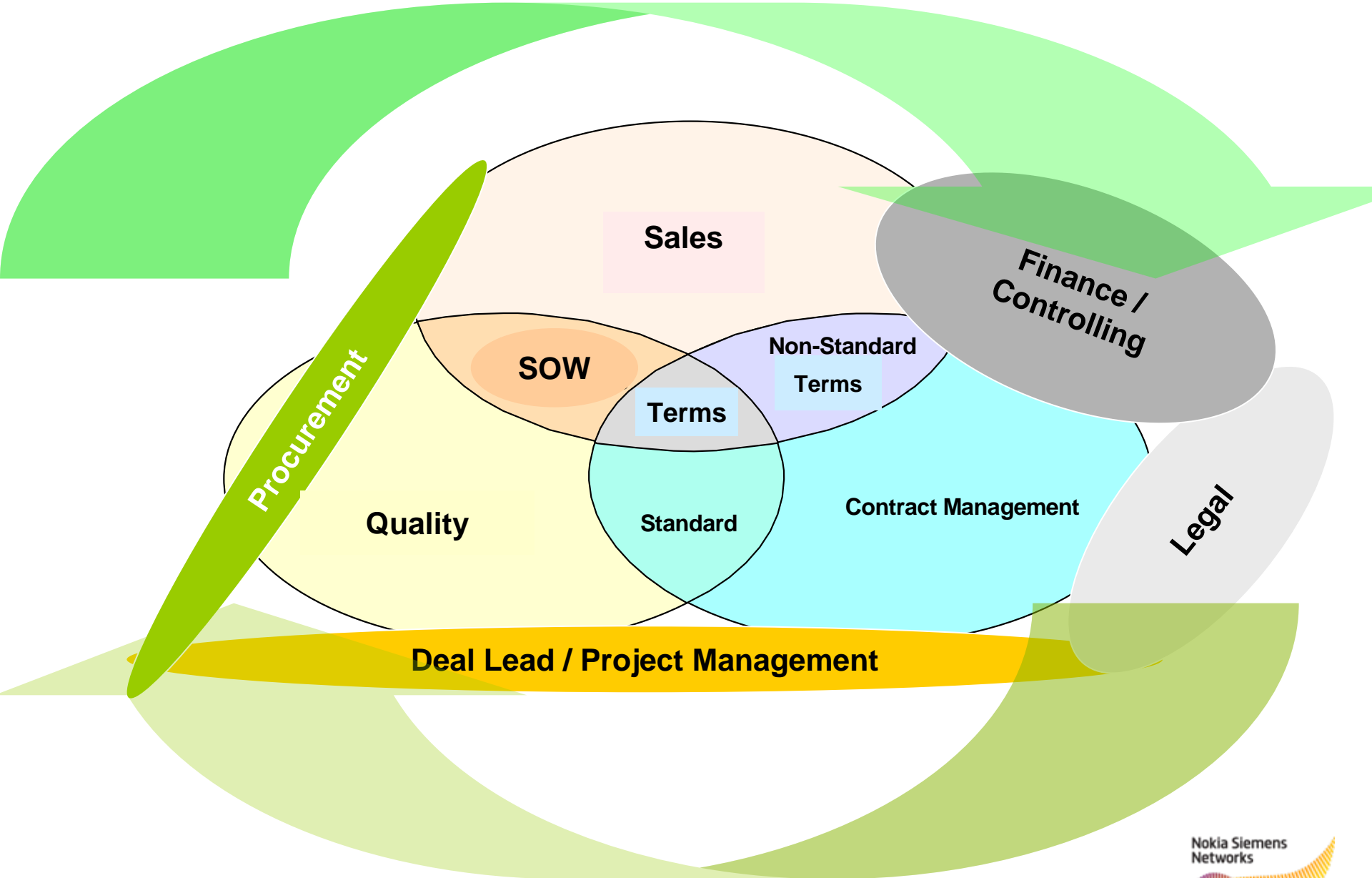
# Contract Management: 3 approaches

- 1) Sell Side “Financial Controllers and Contract Administrators”**
- 2) Sell Side “Trusted Business Advisors”**
- 3) Tri-fold “Contract Management”**

# Legal Departments

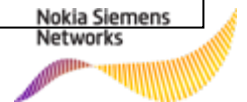
- **“Legal Classic”**
- **“Service Center”**
- **Trends**

# Potential areas of business interaction



# Differences / Similarities

- Organisational set-up
- Coverage / Sphere of influence
- Focus
- Role in Organisation
- Skills
- Reporting lines





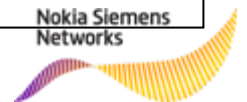
# „Lines of fire“

- Negotiation support and lead for sell- and buy-side
- Development of Standard Ts&Cs
- Skill sets of similar importance in contract life-cycle
- Differing strategies
- Differing reporting lines



# Considerations for organisational Design

- Enterprise
- Industry
- Products & Services
- Organisation
- Budget
- Skills available

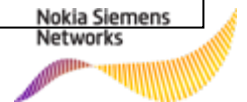


# Discussion

**Your Experience ?  
Your Views?**

# Lessons learned

- Find the right way for your company!
- Neither Legal nor Contract Management nor any conflict between them should negatively impact contracting process i.e business.
- It is key to have one clear cut and well working relationship on global basis with other functions as well.
- Have one integrated, global contracting process (tools) covering all facets of the contracting life-cycle
- German proverb “Too many cooks spoil the broth !”



... the end...

**Many thanks**

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