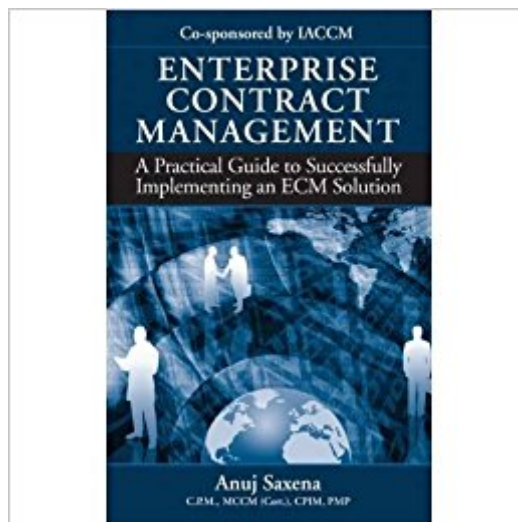




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Enterprise Contract Management: A Practical Guide To Successfully Implementing An ECM Solution



Synopsis

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

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Customer Reviews

Contracts are the foundation of any business, and the average global 1000 corporation maintains over 40,000 active contracts. Yet, for most companies, the word processor, circa 1976, was the last great innovation adopted for managing these strategic agreements. This presents an array of challenges, from lack of visibility to legal and financial risk, maverick contracting and poor contract enforcement. The results are lost savings and revenue. Enterprise contract management can help companies actively manage their contracts with a direct impact on the bottom line, and this book by Anuj Saxena can show you how. I highly recommend it for anyone examining enterprise contract management. --Avner Schneur, Chief Executive Officer, Emptoris, Inc. This is the best book that I've read on Enterprise Contract Management. Every CEO, CFO, CIO, and CPO who is interested in increasing shareholder value, reducing risk, and sustaining compliance via ECM solution

implementation needs to read this book and make it required reading for his or her management and implementation teams. --Sue Levengood, Director, Corporate Sourcing, Westfield Insurance

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Relationship Management (SRM) Solutions at Altı, Inc., a management consulting firm where he lead multiple SRM and ECM Solution implementations in the US and Europe. Earlier in his distinguished career, he worked for several large consulting firms such as PricewaterhouseCoopers Consulting, IBM Business Consulting Services, and Deloitte Consulting. His domain expertise includes supply chain management, materials management, sales & distribution, and enterprise asset management. Mr. Saxena holds a Bachelors degree in Mechanical Engineering, a Masters Degree in Information Systems & Decision Sciences, another Masters Degree in Industrial & Manufacturing Systems Engineering, and certifications in Purchasing Management, Contract Management, Production & Inventory Management, Project Management and Six Sigma. He is an active member of International Association for Contract and Commercial Management and National Contract Management Association. Over the last few years, Mr. Saxena has led over 25 ECM Solution implementations and has authored several journal and conference articles on project management, procurement, and plant maintenance.

Very good book since it combines well theory with the practice. It also brings a very quantitative approach to measure the contract life cycle with the six sigma approach. I would recommend all contract professionals.

Helps provide and excellent basic understanding of ECM and has very useful methods for organizing teams to accomplish major work activities.

A must have primer for anyone contemplating the implementation of an Enterprise Contract Management solution for their organization. This book provided me with a very thorough and complete study of what it takes to do ECM right, and how to get the most value out of an ECM solution. When I was done reading the book I felt ready to tackle just about any issue regarding Enterprise Contract Management. Step by step it walked me through the process.

This book gives a very comprehensive overview of Enterprise Contract Management, the challenges facing companies, the leading practices they should adopt, the processes they should implement and the tools they should leverage to reduce risks and derive more value from their contracts. I would recommend it to anyone dealing with contract management.

Man this book was great, the other reviewers really nailed it. I also found a lot of good stuff on the

web but particularly at:[...]I recommend it before you start trolling around on monster or dice. That is assuming you're looking at Contract Management as a career and not a weekend gig.

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