

Contract Management

Advanced **issues**

Berkman | Solutions

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How would you **answer**
these **questions?**

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Regulatory **compliance**



Do we know what
federal, state, and local
laws **conflict with or
modify** our contracts?





Yes, we have listed
important regulatory
requirements.





Moreover, we conduct routine compliance reviews of contracts and store results with the contract record.



Performance **obligations**



Can we easily find the
detailed, specific
provisions of each
contract?





Yes, we have identified
each important
provision in our
contracts.





Moreover, we
categorize each action
as required, permitted,
or prohibited for us and
the counterparty.



Reps and **warranties**



Do we know **all the promises** we and our partners have made about our business?





Yes, we track each
representation and
warranty separately.





Moreover, we deliver
and monitor reps and
warranties routinely so
we can test for
compliance.



Insurance **tracking**



Do we actually track
other parties' insurance
coverage provided for
in our contracts?





Yes, their insurance ends before contract expiration, but we track each certificate due date.





Moreover, we receive
automated alerts about
insurance due dates
and provide coverage
reports.



Counterparty **risk**



Do we we know **how**
many contracts we
have **with** each
company?





Yes, all contracts are linked to the correct counterparty record so we can report by counterparty.





Moreover, we perform
routine reviews of
strategic partners and
keep the results in one
place.



Contract **portfolio**



Senior management
can't review every
contract. Do we have a
one page view of our
entire contract
portfolio?





Yes, we provide a one
page contract portfolio
analysis.





Moreover, we can
provide that report
automatically.



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