

Step-Up Your Purchasing & Contracting Agility

How to elevate sourcing and gain an agile, competitive advantage.





In today's business world, time isn't just money. Time is everything.

To achieve a competitive advantage, procurement teams must complete their business objectives with more agility than ever.

But what does more agility actually mean in purchasing and contracting practices?

How can a business adapt its existing operations to keep pace with industry leaders and mitigate high-level risk without sacrificing quality, compliance, or reliability?

As today's business world rapidly changes, CFOs and procurement leaders must consider market volatility in their relationship with suppliers.

So, to remain competitive as [the marketplace evolves](#), procurement teams must focus on more than cost savings as their core function. Of course, cost reduction remains an important business objective. But in today's fast-paced, technology-driven economy, purchasing leaders and procurement specialists must also develop the skills and tools needed to produce agile sourcing practices in more dynamic ways.

Let's consider some of the most critical points for building agile purchasing and contracting processes to help you achieve your business objectives.

Why Agility Matters

CFOs and CPOs understand the crucial role procurement plays in the overall financial health of their businesses. It's critical that they understand how purchasing and contracting agility can increase revenue and enable their organizations to respond more rapidly to market changes.

Agile procurement reduces the time it takes to reap business benefits. Agility also means responding immediately to essential changes in supplier relationships to keep a competitive advantage over rival companies.



For procurement professionals, agility provides a wide range of meaningful benefits:

- **Being able to seek out and identify potential risks—and quickly react.** When supplier risk increases, agility allows a business to leverage alternative suppliers to mitigate the risk.
- **Using time to your advantage** by acting faster than competitors and maximizing potential revenue through supplier relationships.
- **Thinking of business value first and foremost.** There's more than one way to deliver value. Thinking of purchasing in terms of the ultimate potential value can help to avoid getting bogged down in technical details.
- **Building supplier relationships with trust.** High levels of trust and communication with suppliers will give procurement departments a better chance of maintaining agility. Strong-arming suppliers for discounts and making them jump through unnecessary hoops can only harm important relationships.
- **Considering value in terms of time.** What is the cost of delaying a new product? Extra rounds of contract negotiation with suppliers can lead to delayed revenue and potentially cause you to fall behind the competition.

How Contract Lifecycle Management (CLM) Software Boosts Business Agility

To compete in today's volatile marketplace, procurement departments must be cost-effective while providing built-in resilience and agility. Yet many businesses focus only on cost, falling behind without the right tools at their disposal.

[Contract Lifecycle Management \(CLM\) software](#) allows businesses to streamline procurement supplier contract workflows and use multiple purchasing modes, depending on the nature of the business requirement. This bolsters agility to better meet customer expectations. CLM allows the procurement function to act as sourcing advisors—helping you avoid roadblocks to progress against mission-critical business objectives.

Let's take a quick look at some key areas where CLM can boost agility.

Supplier Information Management

A supplier information management system is critical for a business to achieve a high level of agility. Leading CLM platforms deliver supplier information management to streamline workflows, speed up the onboarding process, and give suppliers and buyers visibility into their status within the contracting process.

Supplier information management allows you to simplify the onboarding process for contracts where agility outweighs traditional contracting needs—without sacrificing adherence to corporate policies and standards. You can easily supplement and update a supplier record as the relationship grows over time.

Sourcing

CLM greatly aids with agility during the sourcing process, as long as the CLM platform is robust enough to handle strategically planned projects where suppliers must be vetted for certification, proper procedure, and other qualifications. In some industries, sourcing can take months to complete, with multiple rounds of activities such as RFIs, RFPs, or RFQs. A CLM that offers sourcing capabilities can be a crucial tool in making the right supplier decisions.

CLM software can also allow stakeholders to initiate and run RFIs and RFPs for specific projects, ensuring procurement doesn't become a roadblock and further streamlining agile sourcing. Agile CLM can help procurement maintain oversight with configurable sourcing templates, processes, and permissions to ensure the right people access these capabilities with a high level of transparency and accountability.

Contract Management

Agility in contract management is where the right CLM software tool can make all the difference. Some cutting-edge technology and innovations are often only available through small companies or startups, and different CLM processes deliver agility when negotiating with fast-paced companies.



CLM offers contract templates that fit the requirements of any contract type. Strategic contracts may require months of negotiation and significant customization. A more agile approach starts from standard templates, allowing the end-user to select alternative clauses and reducing the negotiation timeline.

Legal departments can use CLM to streamline approval workflows, as well as to manage permissions and access to processes and templates, reducing risk and improving contract turnaround times. Sales teams can accelerate deals with an agile CLM system that provides control with pre-approved clause language and improves visibility throughout the contract lifecycle, speeding up revenue and removing red tape.

Why a No-Code CLM is the Most Agile CLM for Your Company

Though “agile” commonly refers to a particular software development methodology, a truly agile CLM completely removes the need to write software. In doing so, your CLM allows you to help your business perform better without becoming a coding or programming expert.

Agile Technology

[No-code CLM](#) gives you the flexibility to deeply configure your platform across your entire system through the admin browser. From custom interfaces and reporting to processes, approvals, regulatory compliance, and security, truly adaptable CLM delivers connected experiences that allow your team to work with the tools and systems they know and trust.

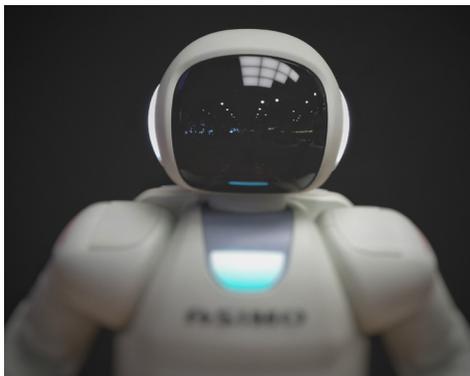
Agile Implementation

Your business will scale, your industry will shift, new technologies will emerge. To turn challenges into opportunities, you need the ability to enact universal changes across your system with swiftness and precision.

Agile CLM supports rapid prototyping and iterative design driven by user feedback, allowing you to refine requirements based on experience—not just specifications. You can deliver design iterations within a matter of days or even hours using agile CLM, allowing you to reach a finished product faster and more efficiently.

Agile Evolution

Custom coding accounts for 80% of deployment time for traditional IT projects. Once the original developers are gone, custom code is expensive to maintain.



No-code platforms don’t lock you into custom code. And some providers offer free admin training that empowers your IT or contract management staff to update the system without incurring consulting costs.

With more precise contract processes and clearly defined roles, you can increase business velocity without compromising quality or risking non-compliance. Decentralized decision-making allows users outside of legal and procurement to participate in sourcing and automated contracting while keeping procurement specialists and legal in an advisory role.

Agile CLM gives your company the flexible edge it needs to thrive now and in the future. When your business is challenged to adopt new technology or find alternative supply sources on the fly, CLM lets you accomplish your immediate and long-term goals.

Extend the Value of Your CLM with Sourcing and Supplier Information Management

Sourcing and procurement professionals are under pressure to reduce complexity and gain greater buying power by consolidating the number of suppliers with which they work. For many, there is also a pressure to perform their jobs with existing sourcing processes that are complex and often manual.

Additionally, sourcing teams often are under pressure to optimize spend, which sometimes means trawling through contracts to uncover volume discount opportunities. Sourcing teams are also challenged to perform detailed due diligence to help stakeholders select the right supplier—not just one that can deliver on the goods or service, but also one that meets the ever-changing compliance requirements of the buyer.

Lastly, siloed data in multiple systems makes it difficult to optimize the sourcing and contracting process. Different user experiences hinder the ability of procurement and sourcing professionals to optimize the larger source-to-contract process. Agiloft’s Sourcing and Supplier Information Management module works seamlessly with our Contract Lifecycle Management solution to reduce sourcing cycle times and automate supplier onboarding and compliance.



How can Sourcing and Supplier Information Management Help?

[Sourcing and Supplier Information Management](#) helps you jump-start your sourcing projects with up-to-date, pre-approved RFx language and templates – all in one place. Invite suppliers to submit proposals via the portal, collect data and information, and collaborate. Align stakeholders and improve decision-making. Convert awards into contracts with the click of a button, using agreed-upon, up-to-date terms and conditions.

Agiloft's Sourcing and Supplier Information Management Module can Help You:

Make Better Decisions

Improve decision-making by centralizing and streamlining the source-to-contract process.

- Create standardized templates with pre-approved language for RFIs, RFPs, and RFQs.
- Approve and promote sourcing projects. Invite suppliers to submit proposals.
- Collect information, collaborate, and respond to questions.
- Provide transparency for the team and establish a complete audit trail.
- Allow stakeholders to appraise, score, and compare suppliers.
- Convert awards into contracts with the click of a button.

Streamline Workflows

Save time and automate supplier information management.

- Allow prospective suppliers to register and provide information through the portal.
- Gather responses on security, diversity, and business criteria.
- Compile data to verify compliance with business criteria and policies.
- Automate supplier contract notifications and requests for documentation.

Gain Greater Visibility

Tap into Agiloft's unified source-to-contract CLM platform to quickly identify existing suppliers.

- Gain visibility into supplier relationships and contracts across your company.
- View terms, scope, pricing, and volume discounts.
- Simplify and turn opportunities into savings.
- Create custom reports and alerts for upcoming expirations.
- Identify a pipeline of new sourcing opportunities.
- Unify user-experience across sourcing and contracting activities.

About Agiloft, Inc.

As the global leader in agile contract lifecycle management (CLM) software, Agiloft provides significant savings in purchasing, enables more efficient legal operations, and accelerates sales cycles, all while drastically lowering compliance risk. Agiloft's adaptable no-code platform ensures rapid deployment and a fully extensible system. Using contracts as the core system of commercial record, Agiloft's CLM software leverages AI to improve contract management for legal departments, procurement, and sales operations. For more information, visit <https://www.agiloft.com>.