Living the Contract – Lifecycle Value Leakage

Pinsent Masons

Early involvement mitigates risk and reduces cost of transaction

Support in getting the best contract terms

Effective negotiation adds clarity and preserves value

Training, contract user manuals and legal helpline to support active contact management

Exit interviews and new member inductions safeguard contract know-how

Periodic contract review to ensure compliance and identify training needs

Early identification of potential sources of disagreement and options for resolution

Poor drafting introduces and adds costs

Incomplete handover to delivery team confuses expectations, increases risk and erodes margin

Staff turnover on loss of contract knowledge

Inadequate change control management compromises financial model

Poor planning and failure to record underperformance makes renewal or exit more difficult and costly

Value
+
-

Transition

Formation

Operation

Renewal

Contract Life