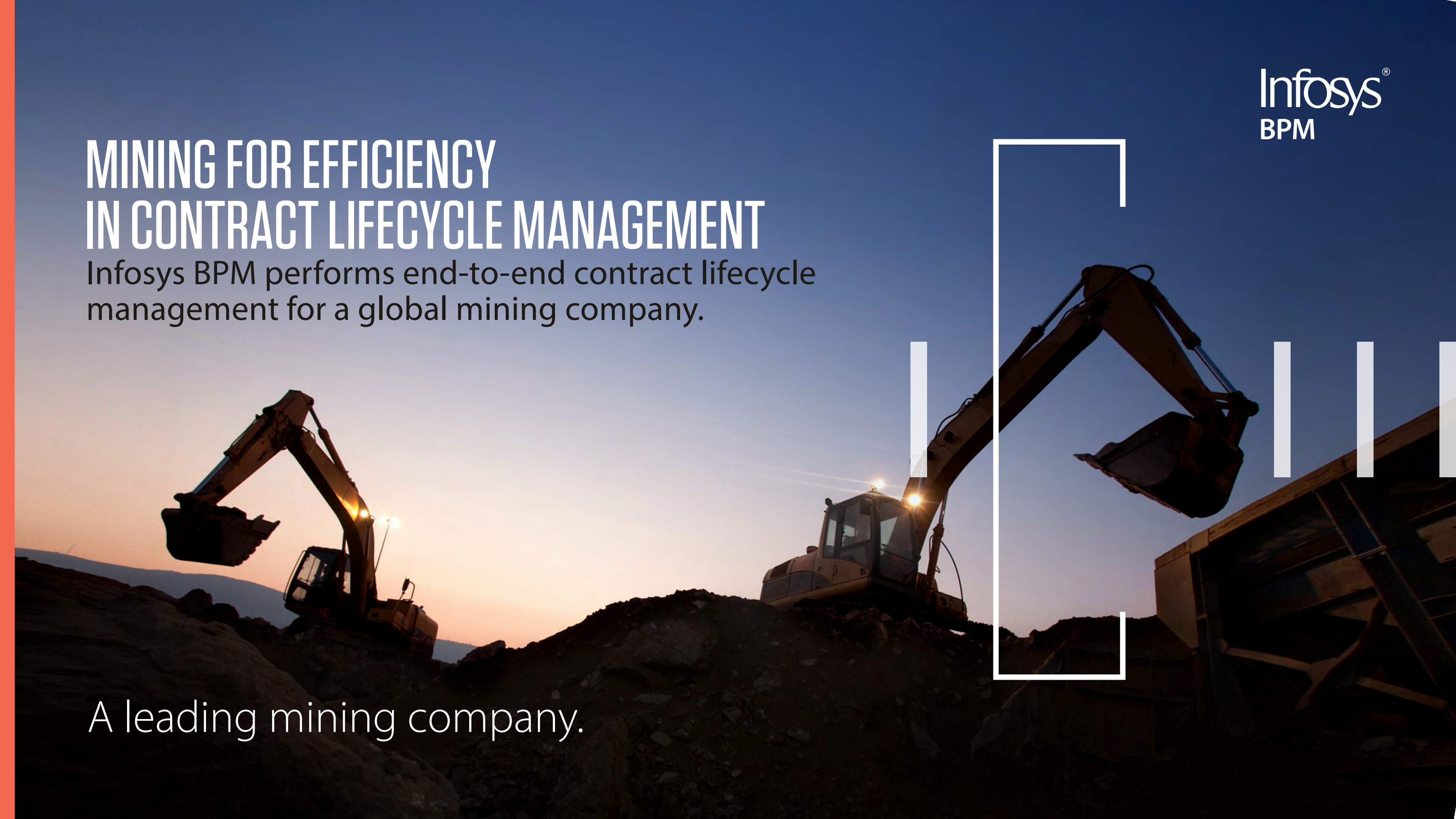


# MINING FOR EFFICIENCY IN CONTRACT LIFECYCLE MANAGEMENT

Infosys BPM performs end-to-end contract lifecycle management for a global mining company.

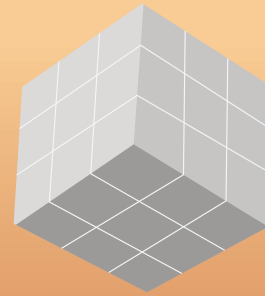
A leading mining company.



# CHALLENGES

**Mandate: End-to-end contract lifecycle management services starting from contract authoring, negotiation, contract administration, variation, and close-out**

**Specific deliverables:**



# SOLUTIONS

- ▶ Delivery of vendor contract drafting services by putting together a team of 4 contract lawyers supervised by a senior contracts lawyer at the Pune delivery center
- ▶ Creation of standardized templates for different contract types; this was followed by the creation of user guides, playbooks, and checklists that helped the client's legal and business teams review and negotiate contract drafts and also understand areas of excessive spend and risk exposure
- ▶ Assistance in drafting, and negotiation with Vendors
- ▶ Capture and management of contract tasks and notifying stakeholders to track performance of allocated contract activities
- ▶ Interaction with vendors to collect contract deliverables
- ▶ Conducting contract research and responding to stakeholders' queries; providing contract interpretations
- ▶ Monitoring supplier performance for service level agreements to manage service credit compliance

# BENEFITS



- ▶ Centralized and standardized up-to-date contract data repository
- ▶ Streamlining of vendor contract process for the client
- ▶ Ensuring quick turnaround and execution of vendor contracts
- ▶ Creation of a contract clause library which consisted of pre-approved terms thus limiting exposure to risk
- ▶ Effective contract administration giving leverage to client sourcing professionals to concentrate more on substantive aspects of sourcing
- ▶ Effective reduction in revenue leakage in contracts using triggers and alerts



**Centralized & Standardized Contract Repository**



**Streamlined Vendor Contract Process for the Client**



**Effective Reduction in Revenue Leakage**

For more information, contact [infosysbpm@infosys.com](mailto:infosysbpm@infosys.com)

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