

## Contract lifecycle management

Numerous obstacles can stand in the way of effective contract lifecycle management, including limited resources, inconsistent processes and lack of standard positions or supporting technology. Maintaining and relying on in-house teams in each country of operation is neither practical nor efficient. Plus, regulatory and supply chain-driven global contract changes (e.g., interbank offered rate (IBOR), General Data Protection Regulation (GDPR) and Brexit) place added stress on already stretched resources. The result is missed revenue opportunities and heightened risk for the business.

### Eric Groenen

Business Development Leader Western Europe and Maghreb  
+31 6 2908 3944  
eric.groenen@nl.ey.com

### Helping companies turn contract management into a business differentiator

What if you could:

- ▶ Establish a process-driven and technology-based approach to contracting across the enterprise
- ▶ Identify potential risks and opportunities across contracts in your organization
- ▶ Have access to a single source of truth to increase transparency in contract data and provide actionable insight
- ▶ Leverage your contracts to predict future revenue

HVG Law legal managed services (LMS) leverages technology and refines processes to help organizations turn contracting and obligation management into a business advantage. By unbundling the end-to-end contracting process, modifying the technology and re-sequencing who is best positioned to perform certain tasks, the rest of the organization can achieve increased efficiency and potentially realize additional revenue and cost savings. In addition, by improving resource allocation, valuable internal resources can be redeployed to handle more strategic tasks

within the legal department and across the organization.

Clients utilize our services for ongoing contracting or event-driven needs, including M&A, regulatory change, internal restructuring and entity rationalization.

Key service areas include:

#### Contract strategy, creation and execution

- ▶ Design terms, conditions, policies and playbooks
- ▶ Develop template standards and clause libraries
- ▶ Standardize contract processing and risk review
- ▶ Contract creation leveraging proper template and playbook

#### Contract intelligence, migration and archiving

- ▶ Legal and business term extraction from contracts
- ▶ Develop repository of key terms from legacy and new contracts

#### Obligation, risk monitoring and management

- ▶ Compliance with key terms, service levels and milestones
- ▶ Deviation analysis and ongoing risk identification, notification and alerts

## Managing the contract lifecycle



## HVG Law legal managed services help deliver:

- 1. Continuity and quality:** We maintain a deep bench of permanent and highly trained professionals.
- 2. Enhanced risk mitigation:** Over 15 years of experience, technical acumen and refined processes help minimize legal, regulatory and business risks.
- 3. Efficiency improvements:** We assist in designing solutions that help deliver accuracy, quality work product and measurable impact.
- 4. Cost control and predictability:** We help ensure that the right tasks are performed by the right people using the best technology for the work.

## Why HVG Law?

HVG Law is part of the global EY Law network, currently with 3500 professionals in 80+ jurisdictions, including legal managed services delivery centers around the world, we offer broad global coverage for legal matters wherever you need it. Our professionals team with colleagues from across the globe to provide multidisciplinary legal and managed services to the general counsels of multinational corporations worldwide – helping harness the power of technology and innovation to better address the challenges they face and deliver the value and outcomes they seek.

### Key HVG Law differentiators include:

- ▶ One network, a central PMO and an operations management platform – a coordinated global approach for all your legal needs
- ▶ Global domain knowledge and scale
- ▶ Follow-the-sun delivery approach for legal managed services led by well-trained, multilingual professionals
- ▶ Proactive identification and resolution of legal issues
- ▶ Multidisciplinary services are strategically focused on the business needs of our clients
- ▶ Transparent and predictable pricing arrangements for managed services

## HVG Law

### About HVG Law

HVG Law LLP (HVG Law) ranks amongst the top Dutch law firms and is characterized by an entrepreneurial, innovative and solution-driven approach. With more than 150 dedicated and pragmatic lawyers, including (candidate) Civil Law Notaries, HVG Law offers high-quality, legal services in a broad and multidisciplinary context. Our lawyers are active in all legal areas and sectors relevant to business, directors, shareholders and government authorities and have knowledge of your business and your market.

At our offices in Amsterdam, Rotterdam, Utrecht, The Hague, Eindhoven, New York, Chicago and San Jose (i.e., Donahue & Partners LLP in the USA), we are able to offer our legal services to national and international clients. HVG Law is part of the global EY Law network and we have a strategic alliance in the Netherlands with Ernst & Young Belastingadviseurs LLP.

[hvglaw.nl](http://hvglaw.nl)

## EY Law services footprint across the globe

### Legal advisory services – law services

**80+**

jurisdictions offering legal advisory services

**2,400**

lawyers providing legal advisory services

### Legal managed services – law services

**8**

LMS global delivery centers across Europe, India and the US

**1,100**

technology-savvy, multilingual professionals providing LMS services

**24/7**

follow-the-sun LMS delivery model