

# Contracts: Your Secret Weapon for Risk Management and Strategic Success



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Risk is part of every business conversation and strategic decision.



Speed of innovation offers tremendous opportunity, and uncertainty.

# 34%

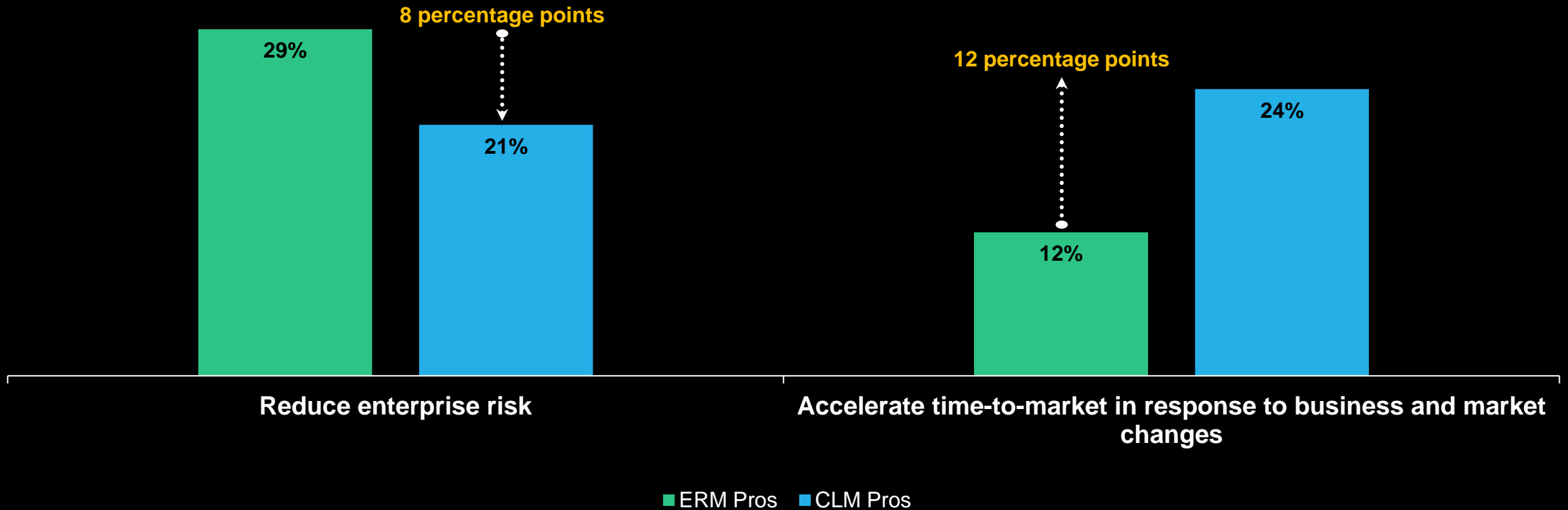
of CEOs are taking responsibility  
for AI business strategy



CLM helps identify and mitigate risk  
beyond the contract.

# Do ERM and CLM Pros Agree?

“Which of these business objectives are your organization's most important priorities?”



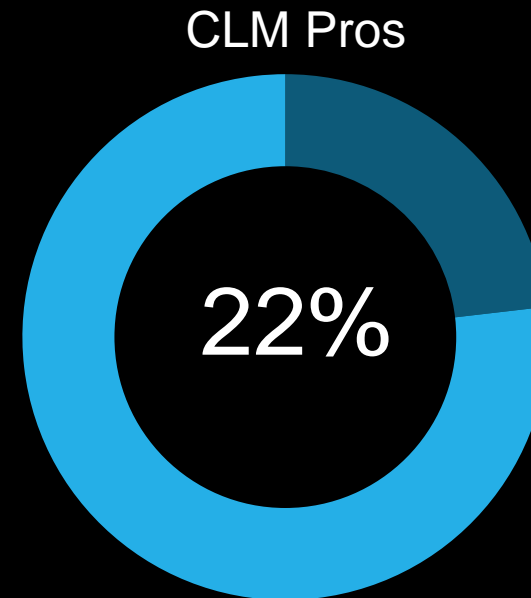
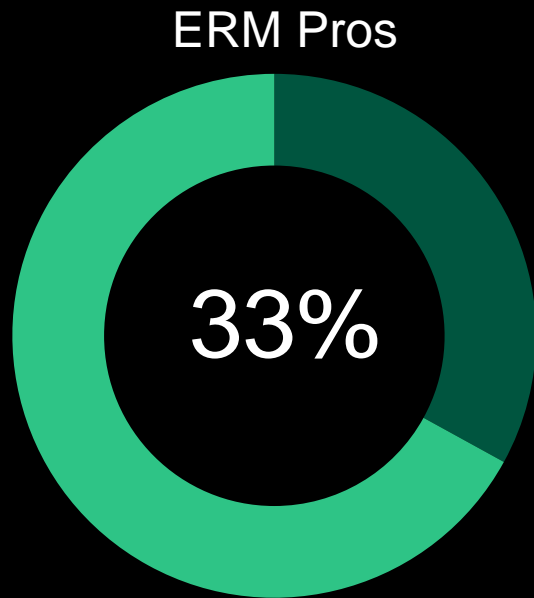


Governance and accountability take center stage.



# Increasing focus on AI risk/ AI governance is critical

“Which of the following risk management initiatives does your organization plan to focus the most time/budget/resources over the next 12 months?”





Innovation without guardrails, impacts revenue and reputation



**New regulatory requirements  
emphasize contractual protections.**



New administration means different priorities and new investments.



The third-party ecosystem takes on new importance, and new risk.

GenAI will come by way of third parties in the form of foundation models, pretrained data, open source LLMs, and new genAI capabilities of existing third parties.

-- *Generative AI: What It Means For Governance, Risk, And Compliance*, Forrester report

# 28%

CLM and ERM agree third-party risk is a focus  
over the next 12 months



The litigation juggernaut makes compliance the floor, not the ceiling.



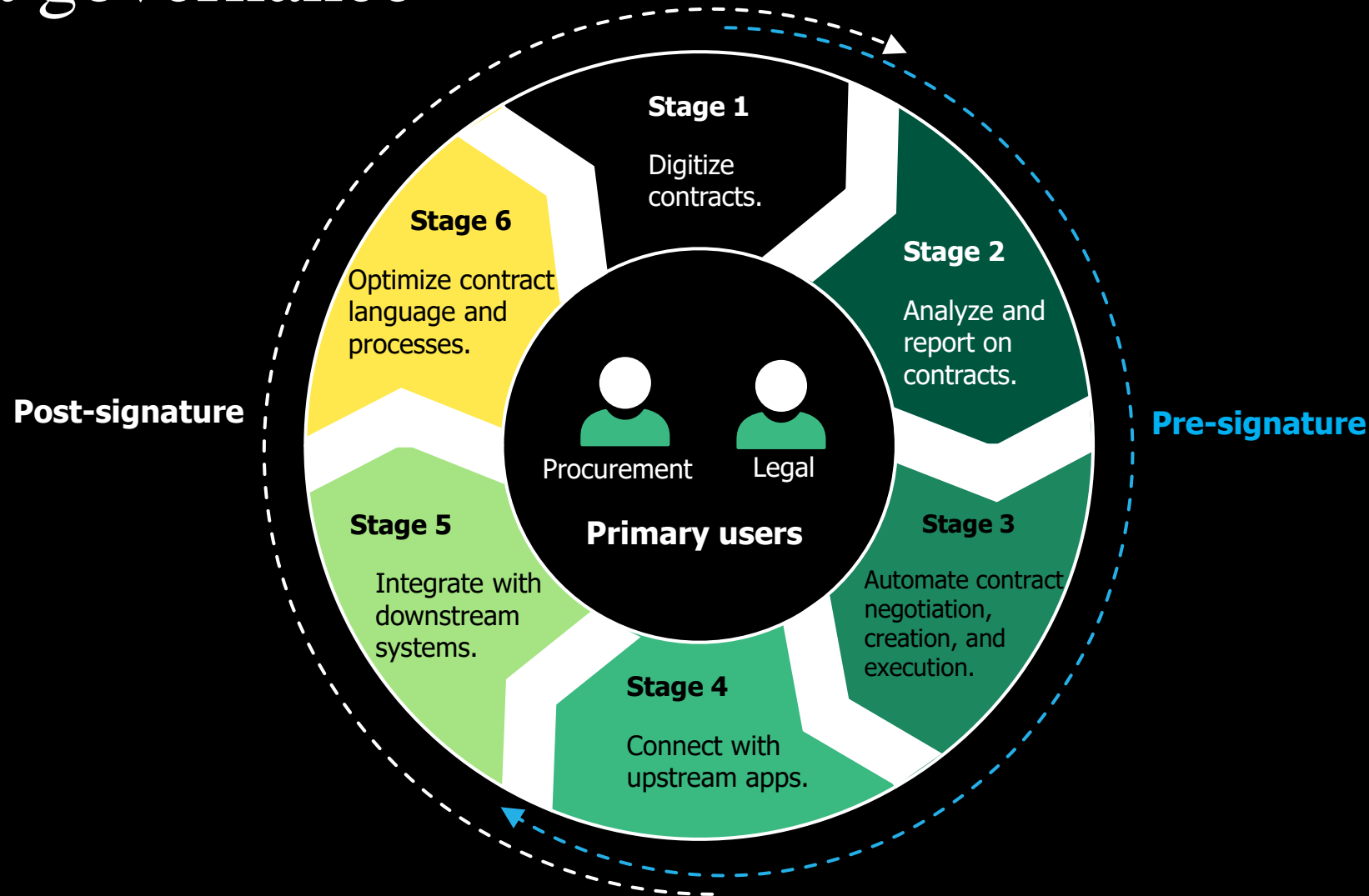
# 21%

Increase in legal investigation and litigation  
related to genAI efforts

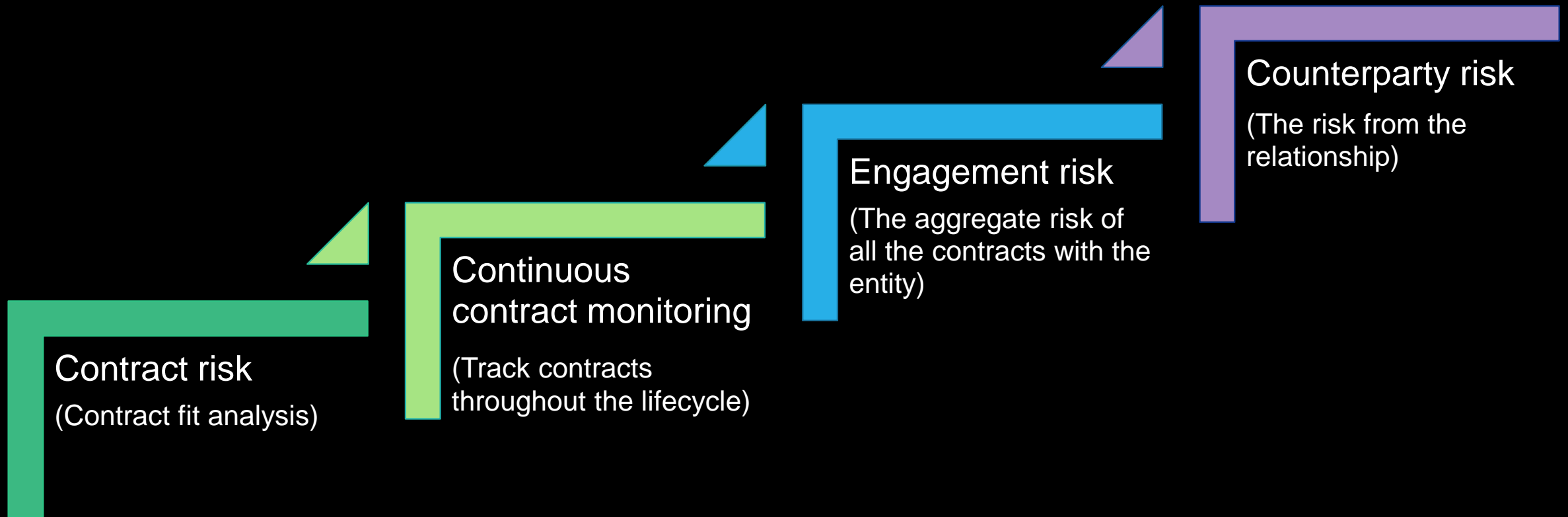


Contracts are the bridge from business strategy to execution.

# Expand CLM from contract creation to post-execution and contract governance

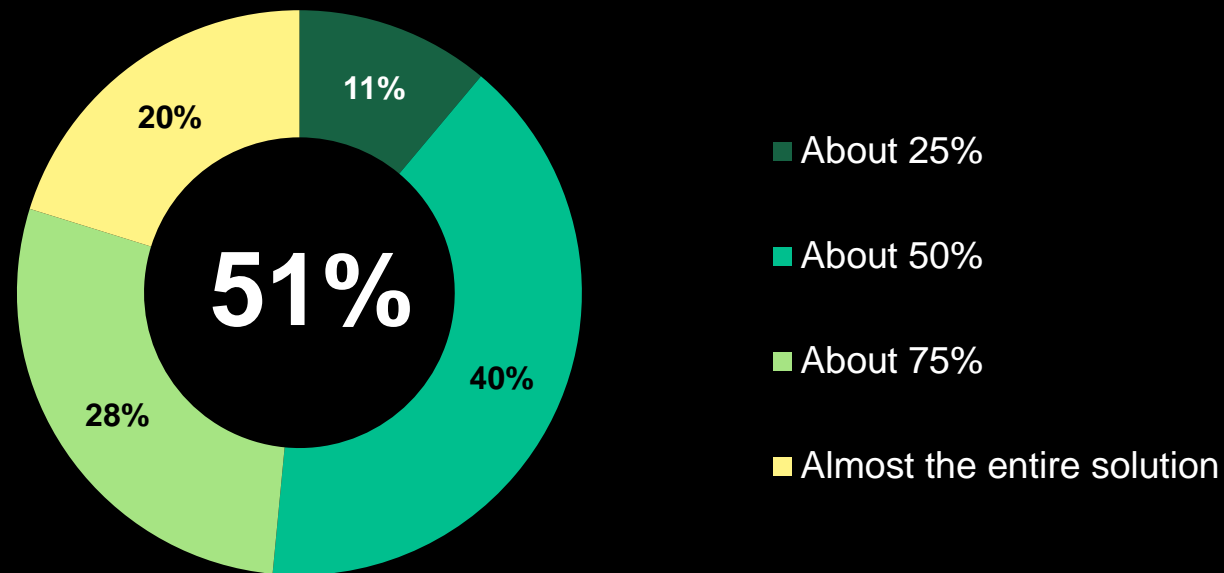


# Risk management steps up from transactional to strategic



# Address underutilization before it impedes business value

“How much of your CLM’s capabilities are you currently using?”

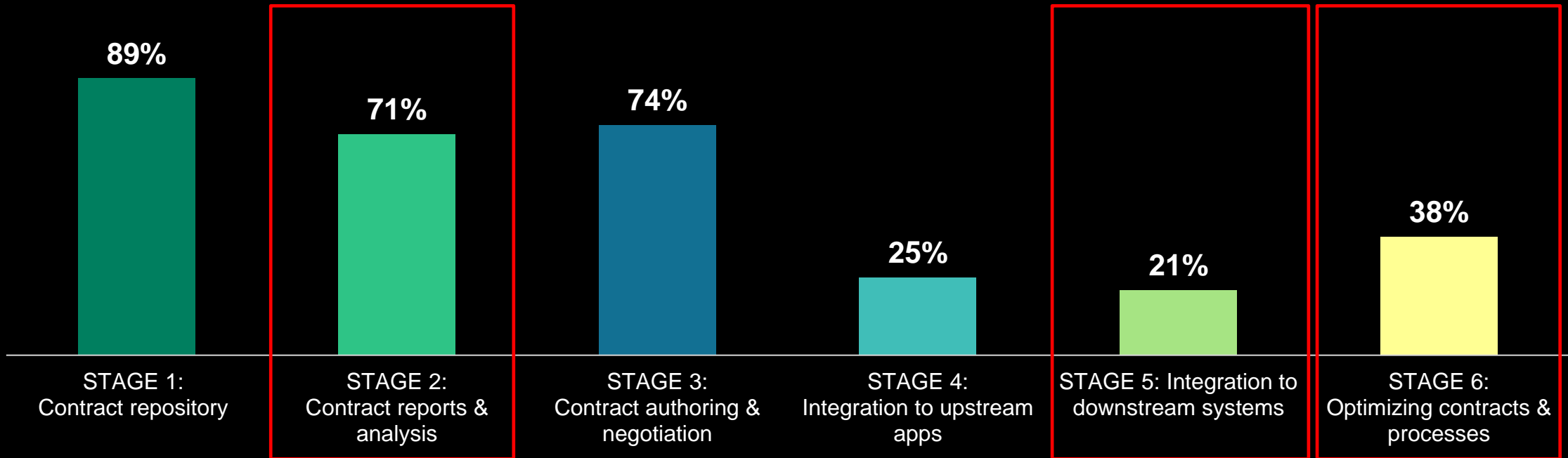


The majority are using half, or less, of their CLM solution

# Getting To Enterprise Value Of CLM

Requires greater utilization

## CLM Process Maturity By Implementation Stage



Source: The Forrester Wave™: Contract Life-Cycle Management, Q2 2023  
Base: 45 CLM Customer References

# Thank You.

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