




Contract Management for In-House & Outside Counsel: Introduction

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Potential results of suboptimal contract
management processes:

- Disorganized and inefficient meetings
- Changing or undefined deadlines
- Constant scope changes
- Ad hoc/inconsistent decision-making

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Contract negotiation is a high-cost activity

Weak management:

- Less efficiency
- Poorer outcomes
- Poorer working relationships
- **Threat to success**



Strong management:

- More efficiency
- Better outcomes
- Better working relationships
- **Greater success**



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Before

During

After



Kyle Glover
Pierce Atwood LLP
Chair and Moderator



Gemma Dreher
TD Bank, N.A.



Stephen Karp
Aspen Technology, Inc.

Our Plan:

Introduction (Kyle)	2:00-2:05
Before: Frameworks for Managing Teams and Transactions (Gemma)	2:05-2:55
During: Running Transactions Effectively and Working Effectively as Outside Counsel (Kyle)	2:55-3:45
Break	3:45-3:55
After: Managing Contracts Post-Execution (Steve)	3:55-4:45
"Ask the Experts" Q&A Session (if time) (All)	4:45-4:55
Key Takeaways (All)	4:55-5:00