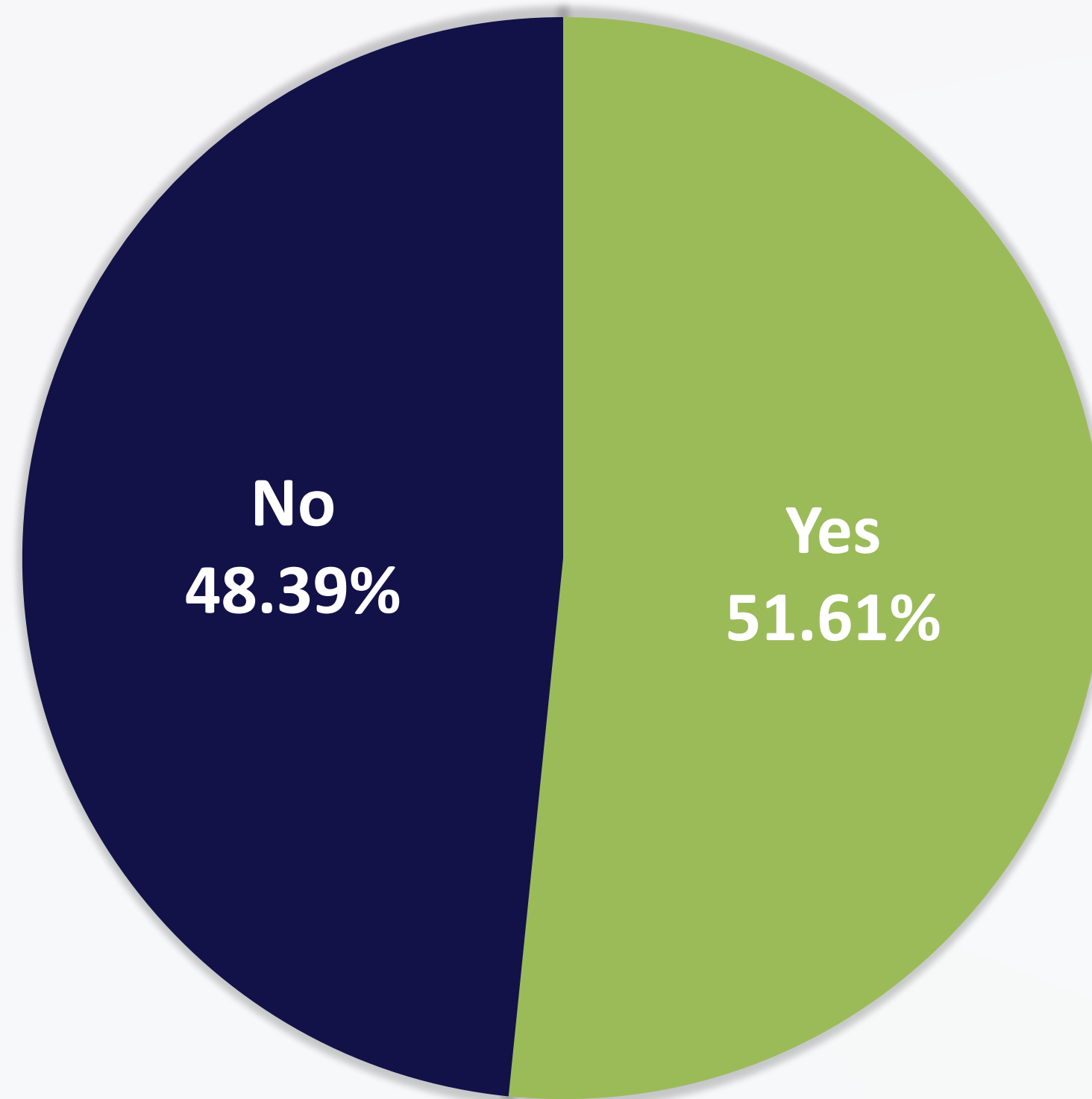


# CLM BUSINESS TRENDS 2023

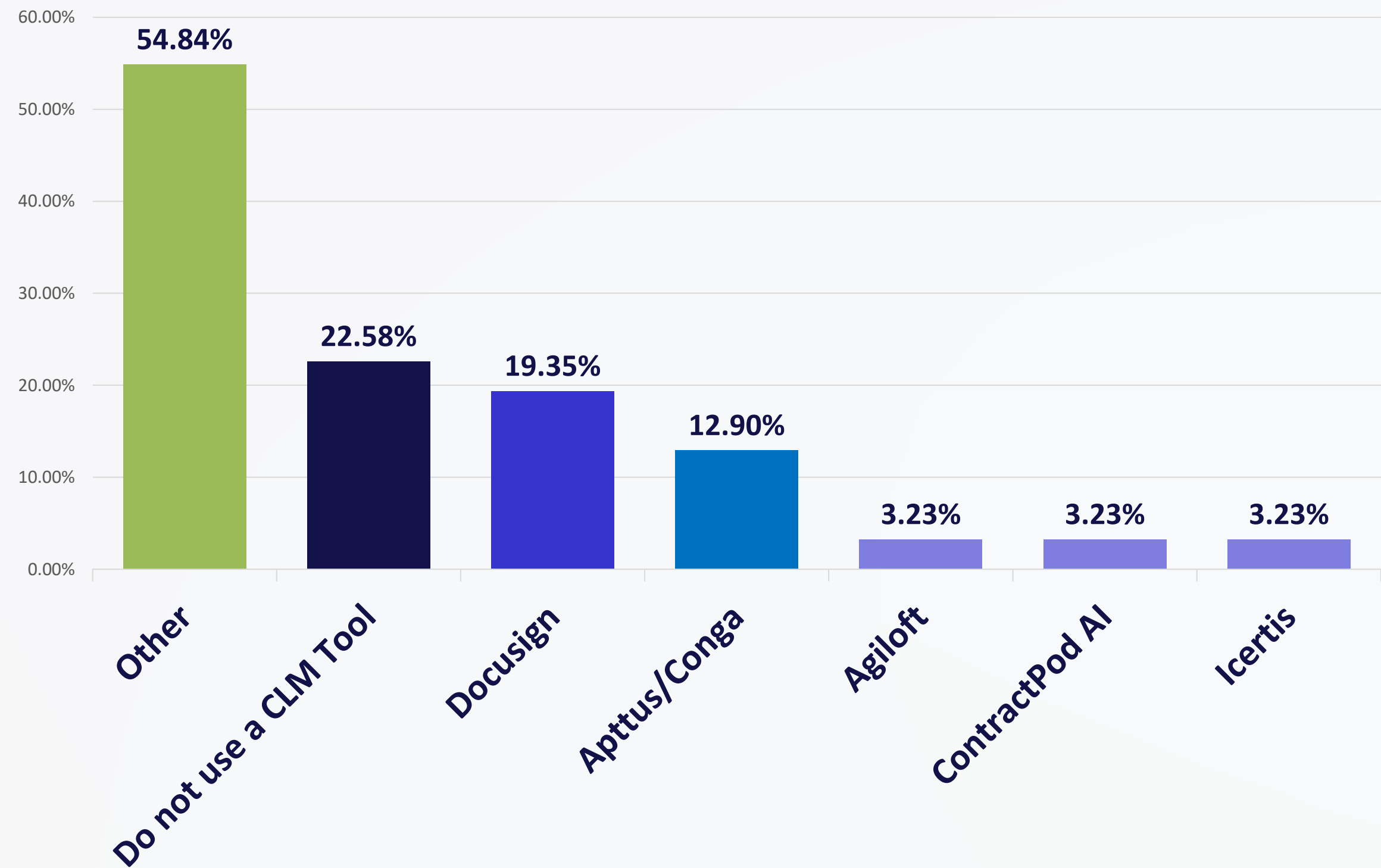
Q2 SURVEY



Are you looking to implement a new CLM tool or upgrade your current tool?

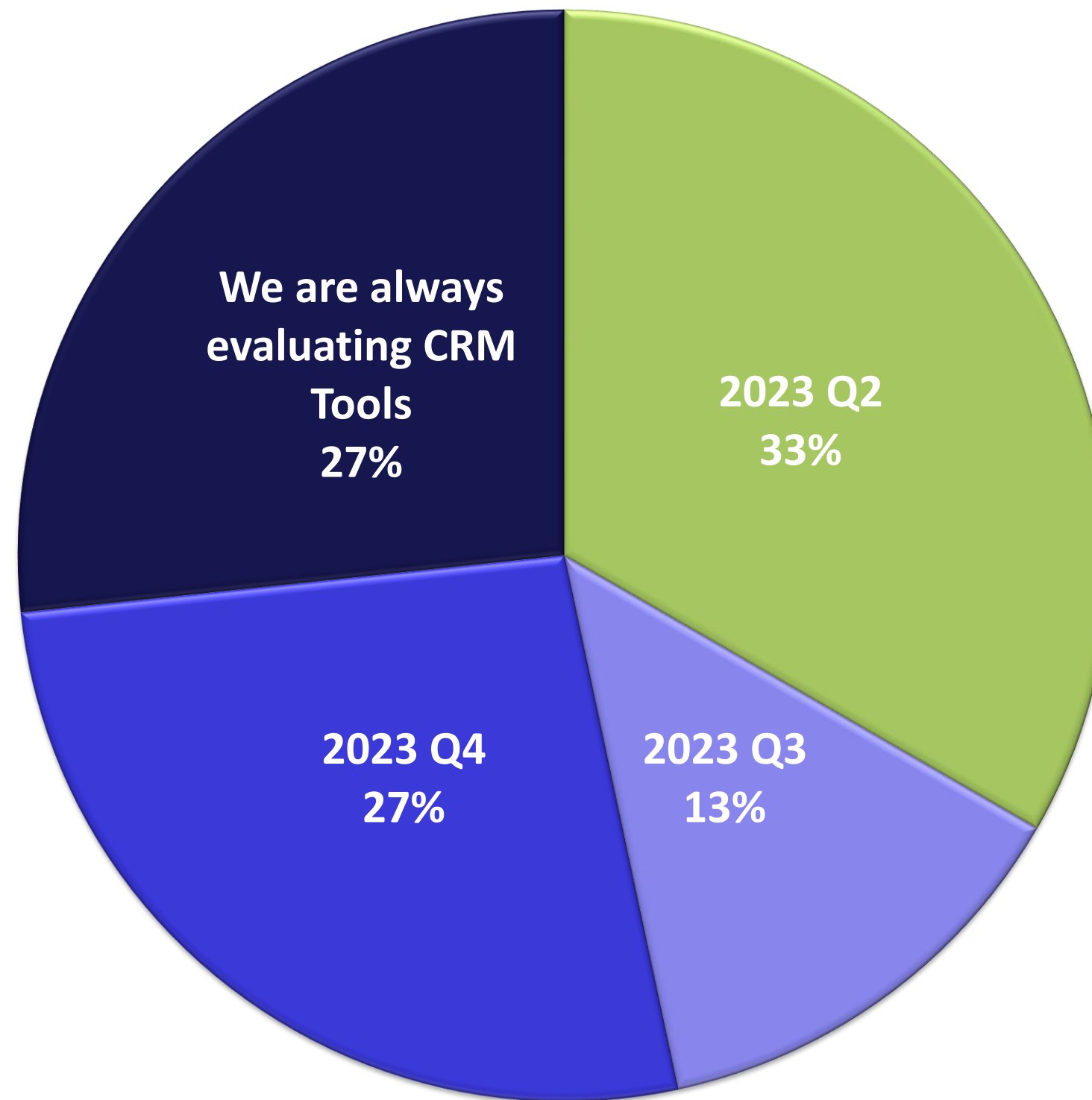


Which CLM tool you are currently using?

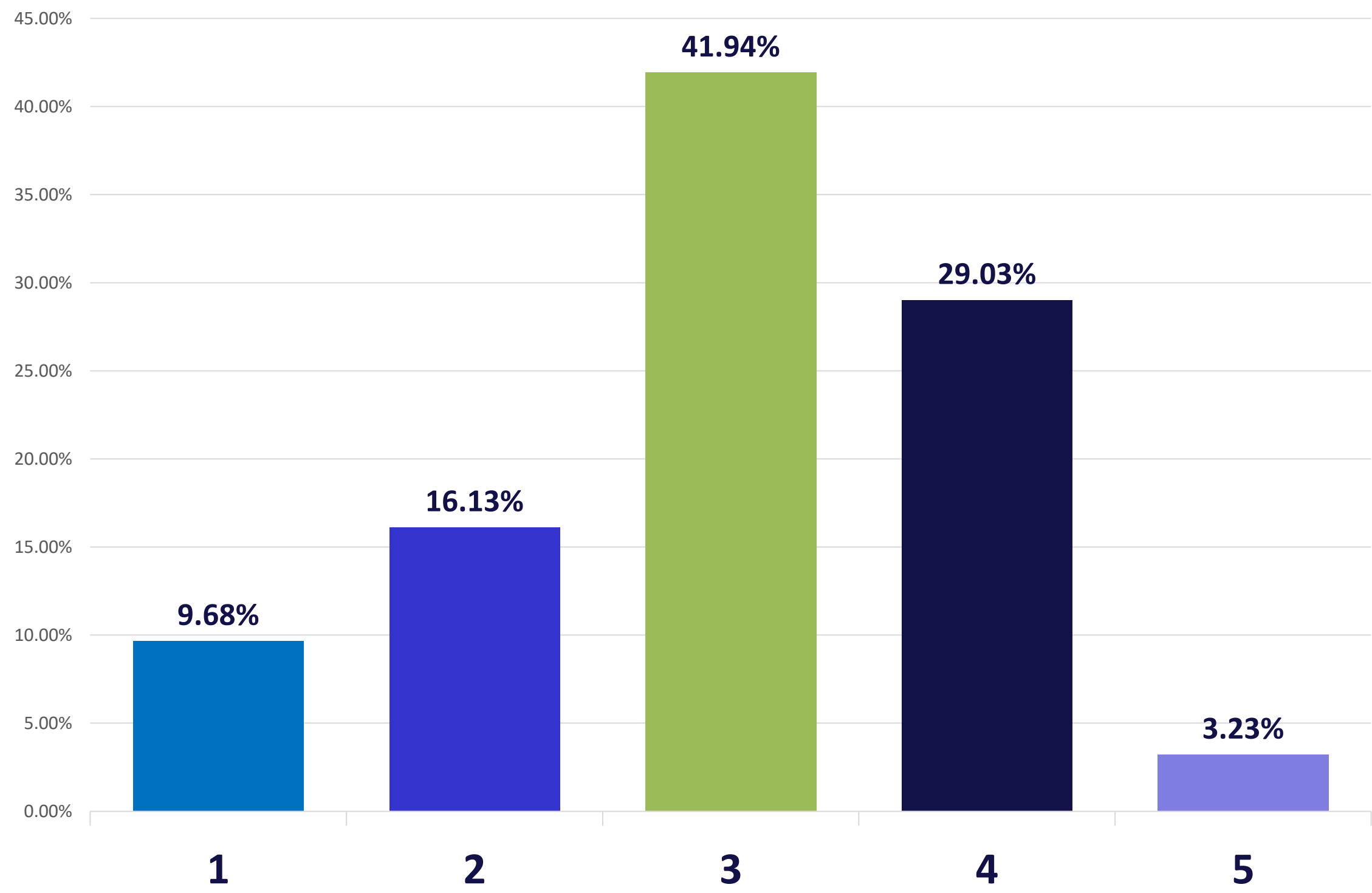




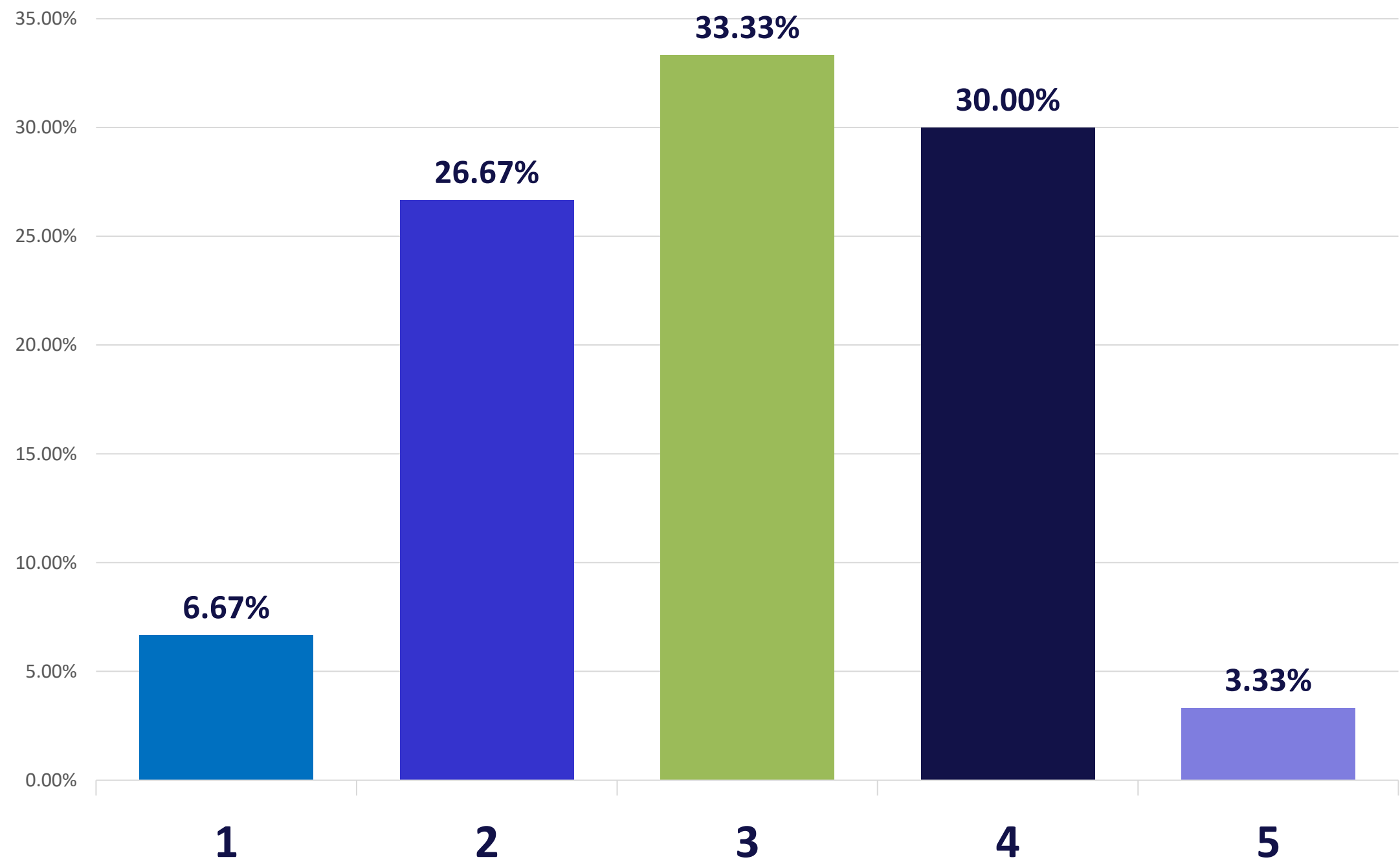
What is your time frame for reviewing CLM tools?



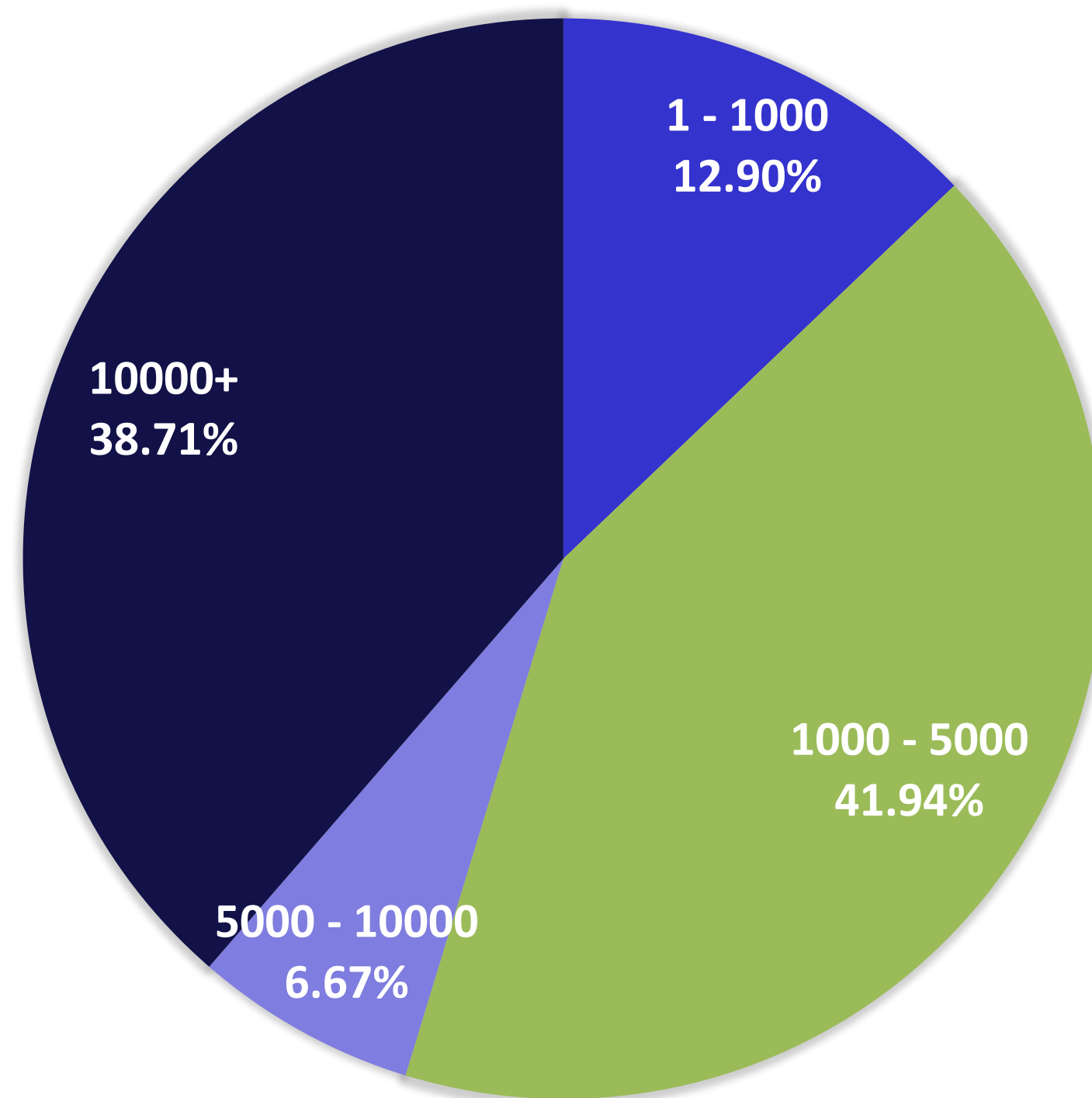
On a scale of 1-5 please rate your success in the automating your current contract management processes.



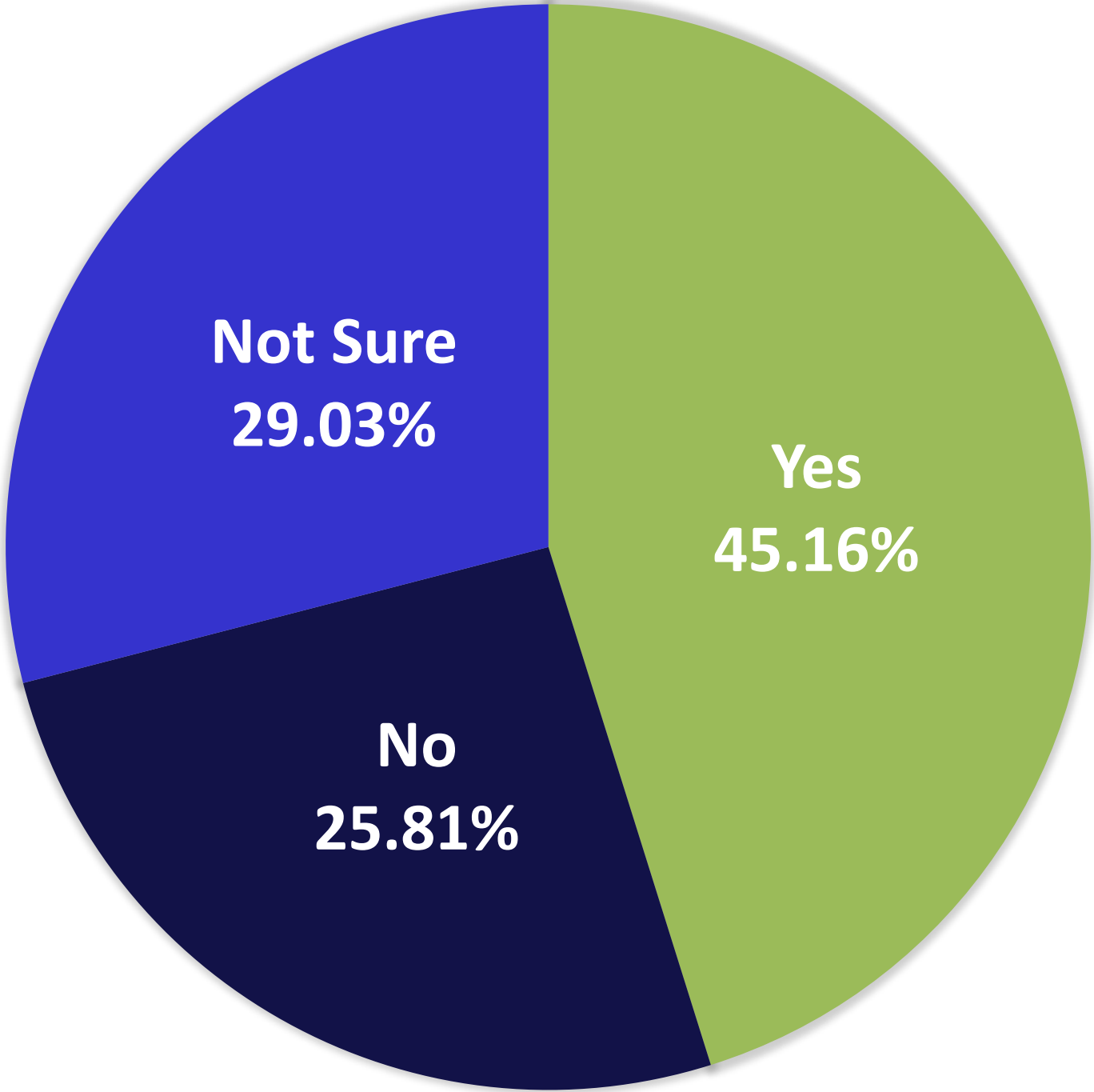
On a scale of 1-5 please rate your success in collaborating with internal and external stakeholders to streamline processes across the board.



How many agreements does your organization manage annually?

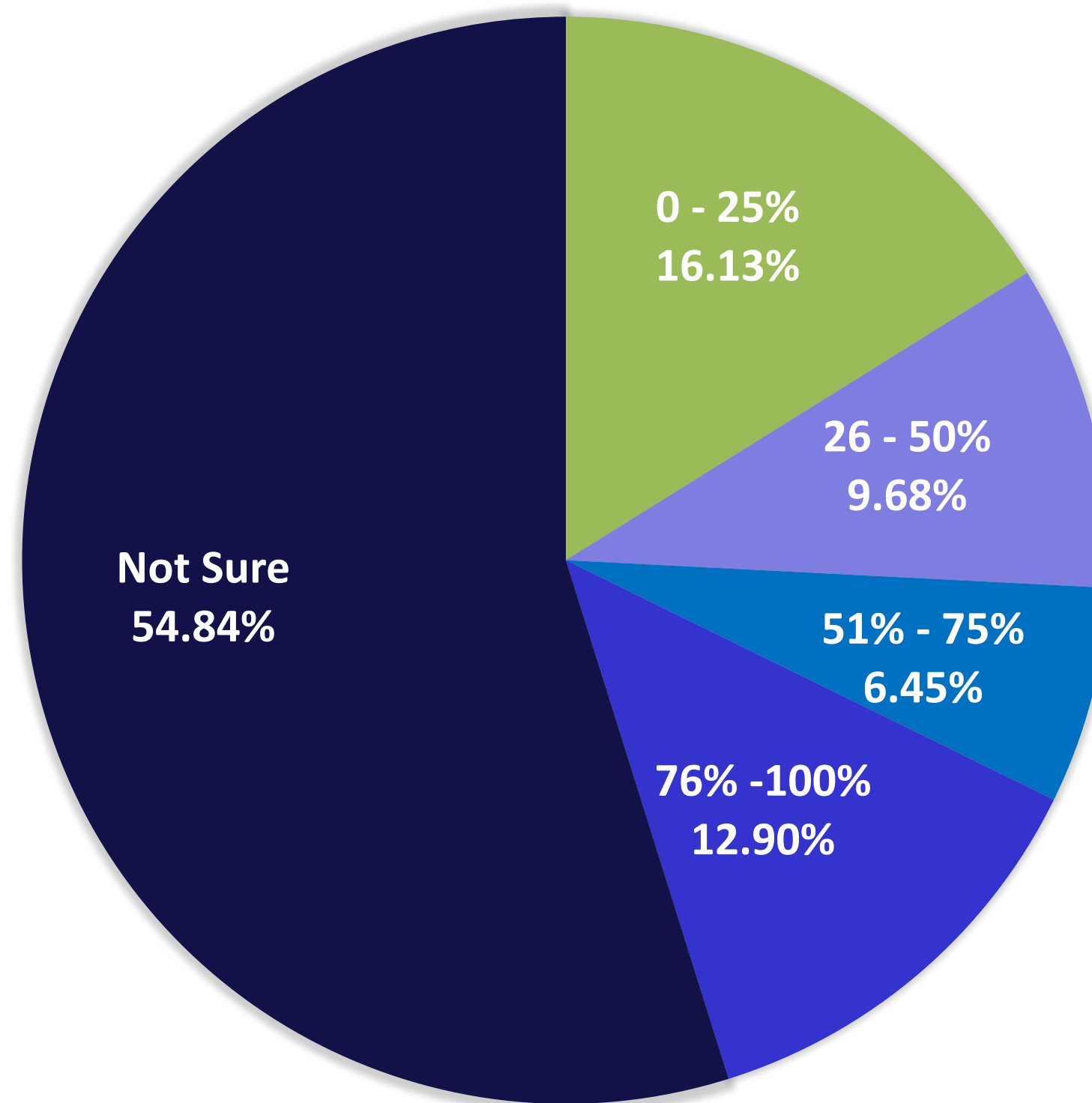


Have you found instances of double billing, rate care discrepancies, or expired agreements tied to current payments or invoices?





What percentage of revenue producing agreements are on auto renewal?



Rank the below tasks in order of the 5 most important from most important to least important when evaluating CLM tools.



Where do you see AI having the biggest impact across CLM processes?

