



Making Finance & Legal a Dynamic Duo

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Today's Agenda



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- Tactics to align finance & legal in today's economic landscape
 - How to work together to drive revenue during turbulent times
 - Tips for investing in the right technology to help finance & legal
 - Q&A

Today's Landscape

- Businesses can't move forward without contracts being signed and negotiated
- Revenue loss can be attributed to slow contracting processes
- Spikes in attrition rates, reduced efficiency, and higher training costs



Get Finance & Legal on the Same Page

- Meet to discuss budgets ahead of time
- Identify cost-saving opportunities through contract management
- Use standardized contract language and templates to reduce risk and increase efficiency
- Strive to be as flexible as possible with each other



Work Together to Drive Revenue in Turbulent Times



- Understand each department's contracting needs
- Have full visibility into cancellation and negotiation terms for vendor agreements
- Speed up deal flow to help Sales and prevent burnout for finance and legal
- Categorize and prioritize client contract renewals for Customer Success

Invest in the Right Technology

- Use technology to do more with less and prevent the need for increased headcount
- Look for ways to automate the finance team's manual tasks and make time for more innovative, strategic projects
- Find unnecessary costs and make legal workflows smoother through smart contract management



Thank you!

Questions?

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