

## Contract intelligence in LSHC

### Advancing the value of leading-class contract management for the Life Sciences & Health Care (LSHC) industry

Across the sector, chief legal officers (CLOs) are helping their business confront a range of challenging trends

Increased consumerism, a migration to value-based care, and digital transformation are driving increased competition between existing players and new entrants.

High interest rates and inflation have raised the cost of investment capital, raising the risk of insufficient product-development runways.

Partnerships with retail pharmacies and other community-based sites, combined with recent legislation, are contributing to a push for more convenient and diverse clinical trials.

A lack of visibility into suppliers and their own supply chains remains a barrier to adoption of a highly connected, agile supply network.

An unprecedented staffing shortage, particularly among frontline clinicians, is forcing longer wait times and raising the risk of medical errors.

Deloitte's capabilities and commitment to serving life sciences and health care departments can help you navigate those challenges

**Market-leading experience**  
Our network of legal business service specialists have experience assisting a broad range of LSHC organizations.

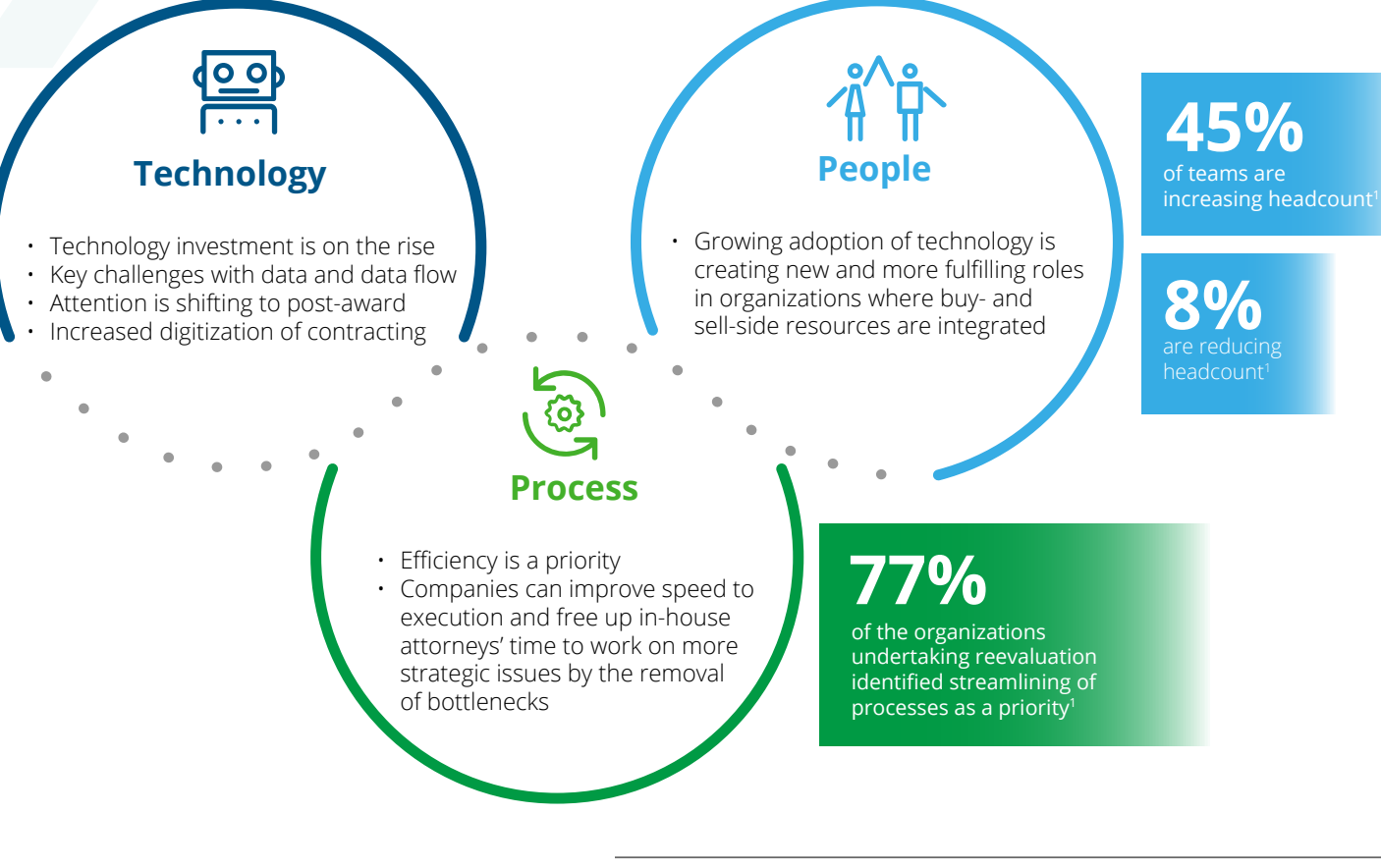
**Peace of mind**  
Peace of mind comes with our respected brand and organization - which has been recognized by notable analyst groups

**Reduce risk**  
Our performance-tested risk management strategies and leading practices are designed to help clients reduce risk, create defensibility, and drive compliance.

**Deep insights**  
Our legal operations benchmarking survey, ongoing technology market research, financial crime symposium series, and executive transition and development programs aim to provide CLOs with forward-focused insights.

## Contract intelligence is in the LSHC C-suite spotlight

LSHC companies and their C-suite advisers are facing disruptions to the supply chain—disruptions driven by inflation, residual pandemic issues, and political instability as well as regulatory pressures and corporate response related to client changes. They're also wrestling with internal cost-cutting measures that make operation-critical functions harder to manage.

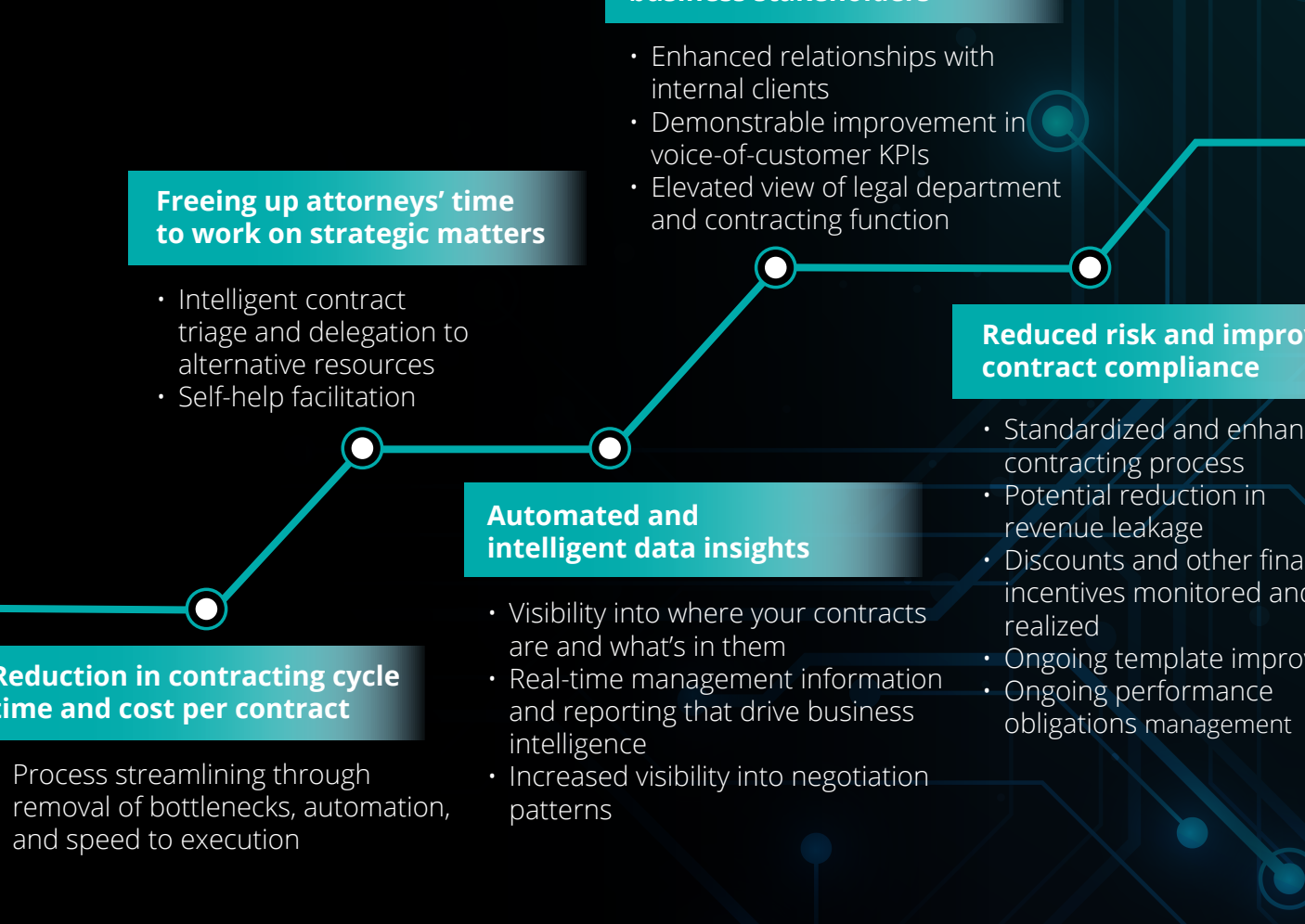


<sup>1</sup> Craig Conte et al., *When technology meets humanity: The future of contract management*, Deloitte Global and World Commerce & Contracting, February 2021.

End-to-end contract intelligence is an important consideration in streamlining internal processes to navigate this complex environment.

## The potential benefits delivered via contract lifecycle management (CLM) implementation can be substantial

Deloitte and Icertis bring award-winning proprietary technology and a team of CLM specialists together to help clients transform their contracting functions.



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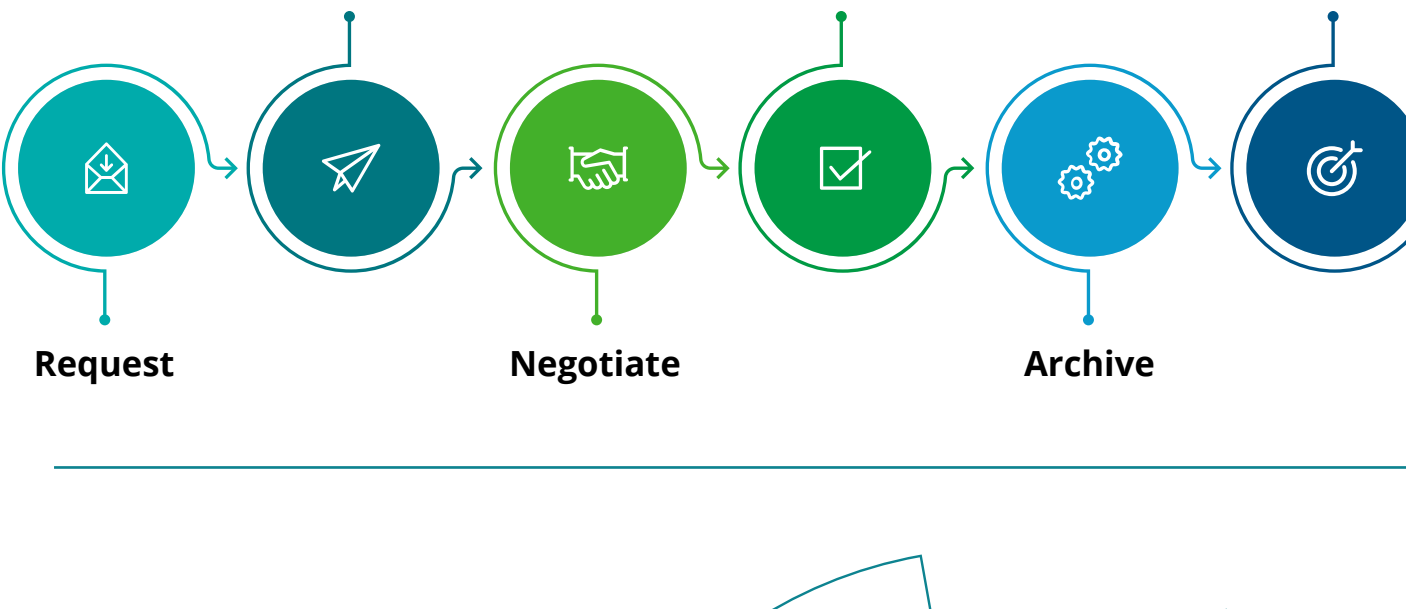


## Deloitte + Icertis + SAP have come together to transform contracting processes into a strategic value driver

Contract intelligence is critical to preventing or managing delays in the procurement of needed goods and services, revenue leakage, inefficient contractual obligations management, and lack of insight into contractual risk across the organization.

### The end-to-end CLM process

LSHC enterprises can achieve better speed and efficiency across the contract lifecycle. At the same time, they can improve governance and risk management by streamlining, automating, and transforming their CLM processes.



Deloitte with Icertis and SAP Ariba are helping LSHC companies looking to make their contracting processes an integral part of their source to pay cycle—bringing a sustainable program that integrates these two leading tools.

We have an extensive catalog of proprietary tools and assets that we use in the delivery of CLM processes, op models, and tech solutions.



## Resources

### Let's advance the value of contracting and sourcing

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