

## Contract intelligence in TMT

Advancing the value of leading-class contract management for the Technology, Media, and Telecommunications (TMT) industry

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

Deloitte's capabilities and commitment to serving the TMT industry can help you navigate those challenges

**Supply chain** risks continue, with trade tensions impacting the availability of chips and hardware for servers, storage, and networking products

Changes in product demand, consumer spending, and valuations have highlighted a need to shore up **sagging margins and revenues**

**Macroeconomic pressures** are prompting companies to seek new growth areas in other industries

**New and proposed regulations** are emerging as company shareholders and governments around the world push for greater transparency, giving rise to increasingly complex compliance processes

**Attracting and retaining skilled employees** remains a challenge despite recent moves to right-size the workforce at many companies

**Market-leading experience**

Our network of legal business service specialists have experience assisting a broad range of TMT organizations.

**Peace of mind**

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

**Reduce risk**

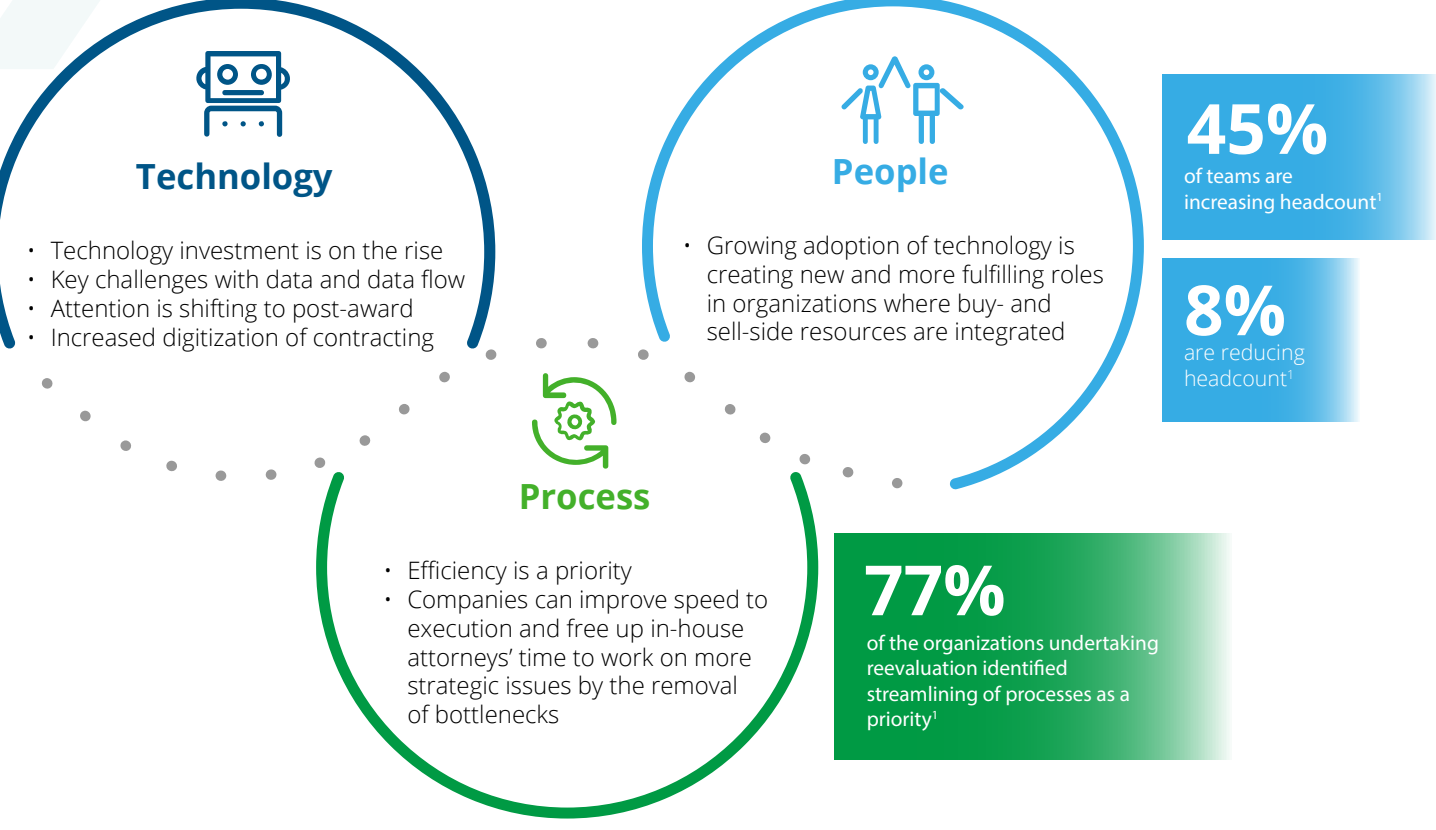
Our performance-tested risk management strategies and leading practices are designed to help clients reduce risk, create defensibility, and drive compliance.

**Deep insights**

Our legal operations benchmarking survey, ongoing technology market research, financial crime symposium series, and executive transition and development program aim to provide chief legal officers (CLOs) with forward-focused insights.

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

TMT 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.

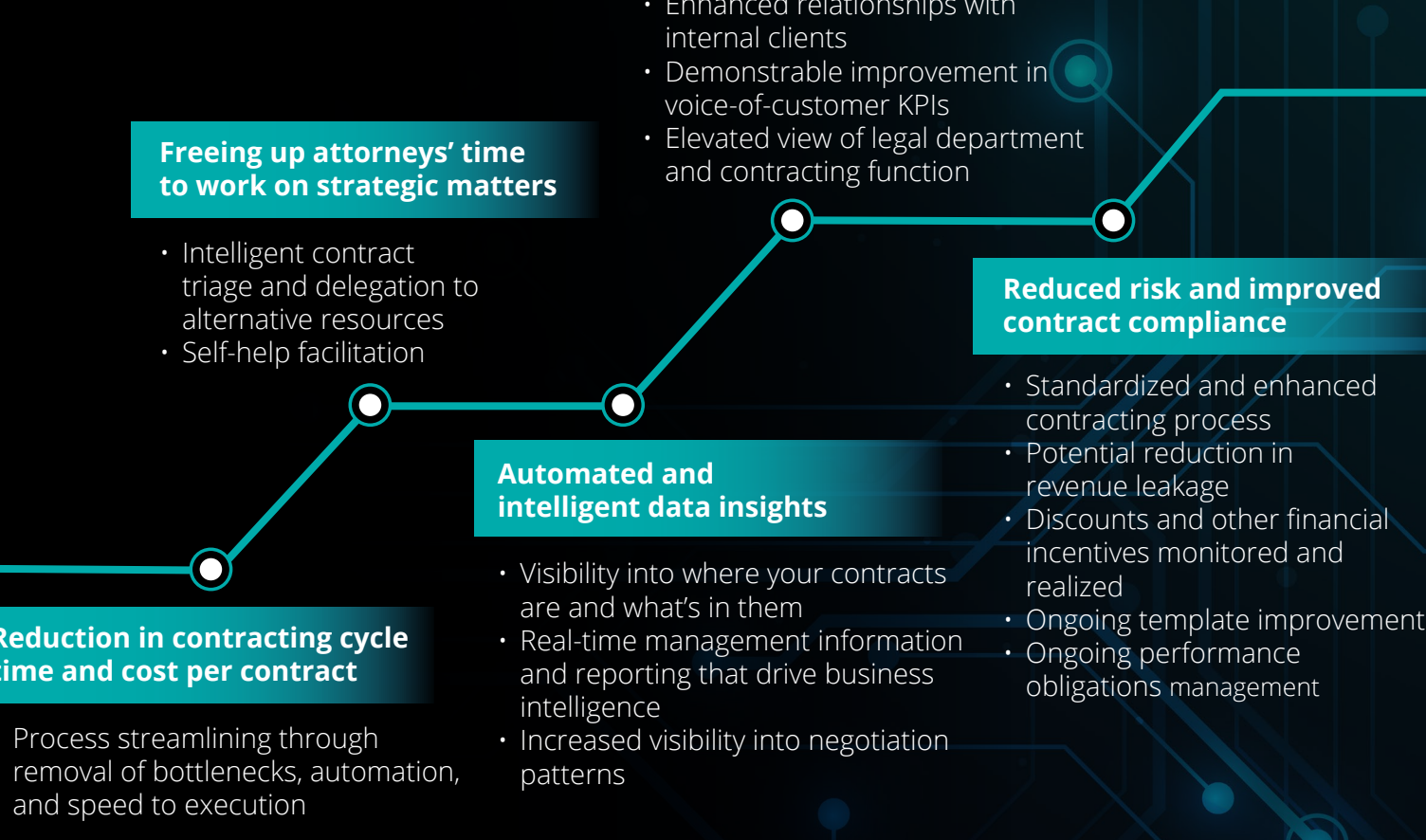


<sup>1</sup> Craig Conte et al., *When technology meets humanity: The future of contract management*, Deloitte Global and World Commerce & Contracting, February 2021.

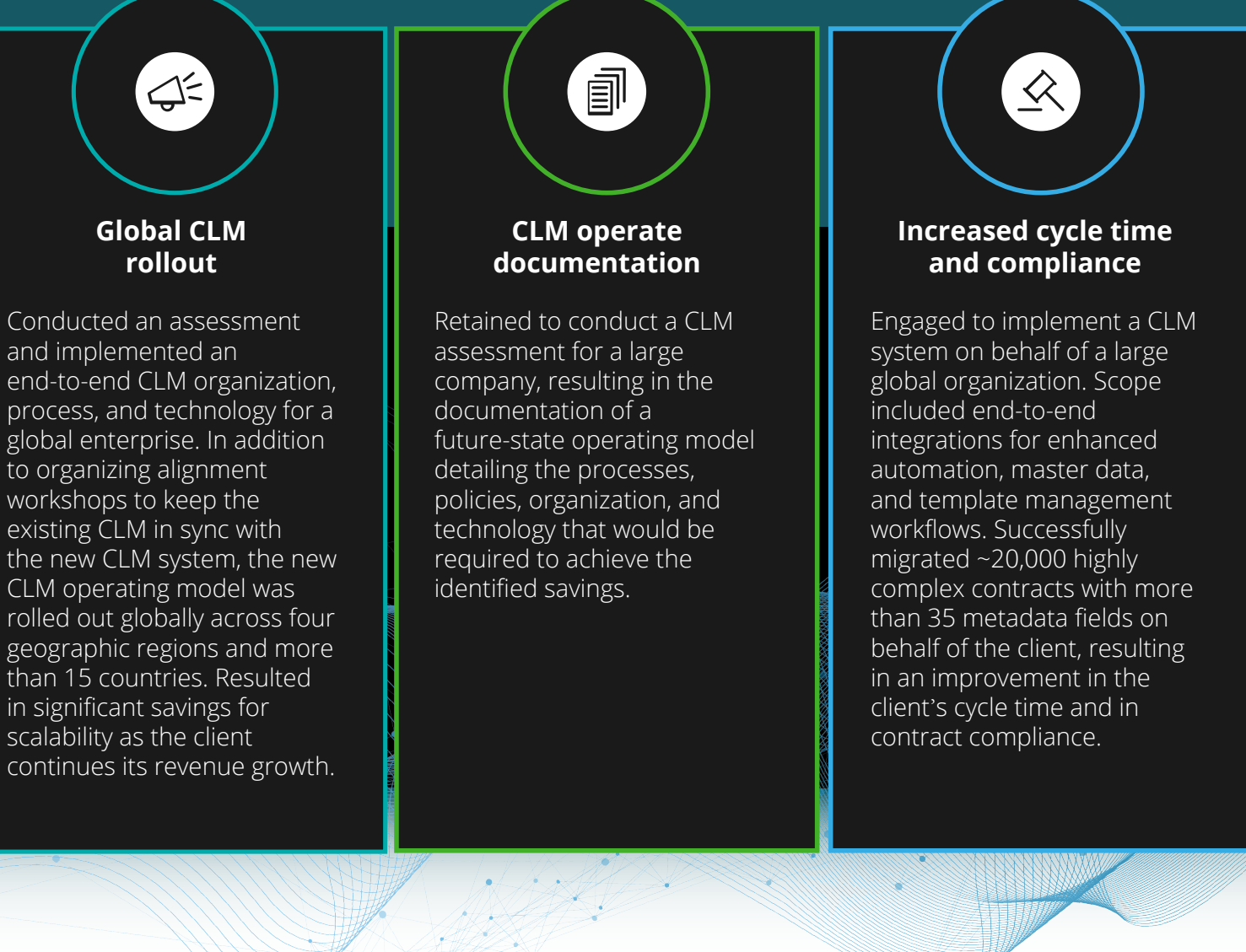
End-to-end contract intelligence is an important consideration in streamlining internal processes to navigate this complex environment.

### 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.



### Clients across the globe have entrusted Deloitte to provide a broad range of technology-enabled contracting and sourcing processes

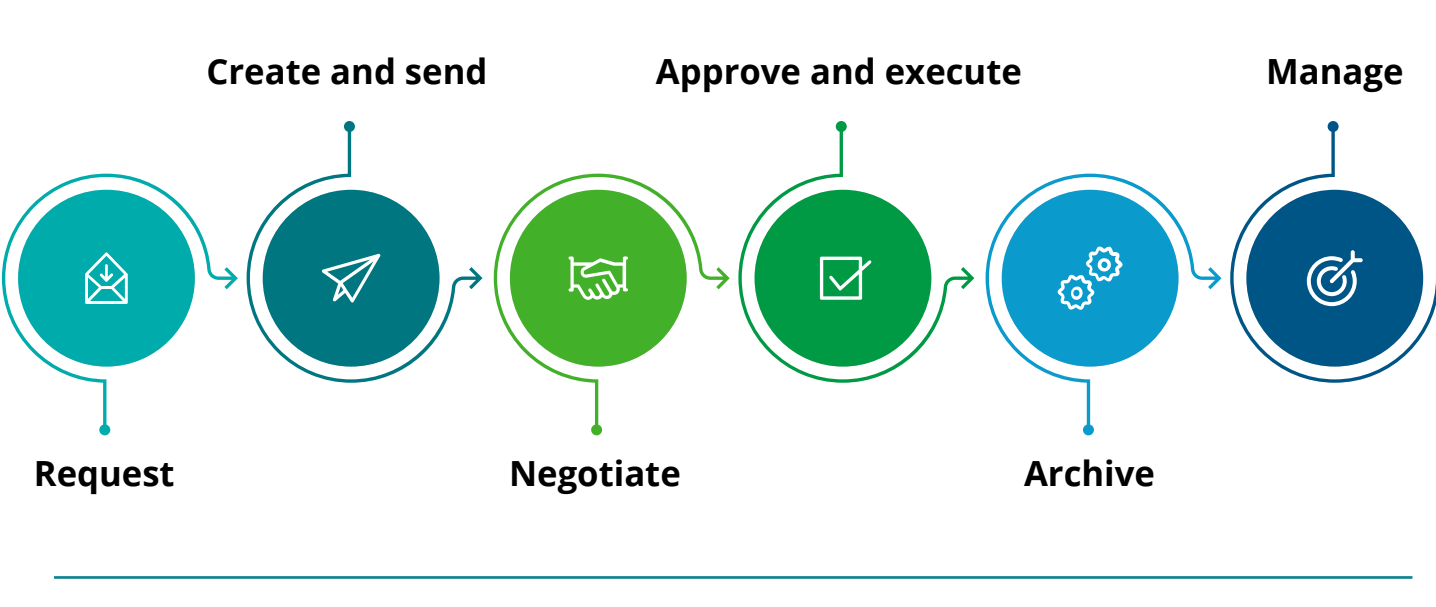


### Deloitte + Icertis + SAP have come together to transform contracting processes into a strategic value driver

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.

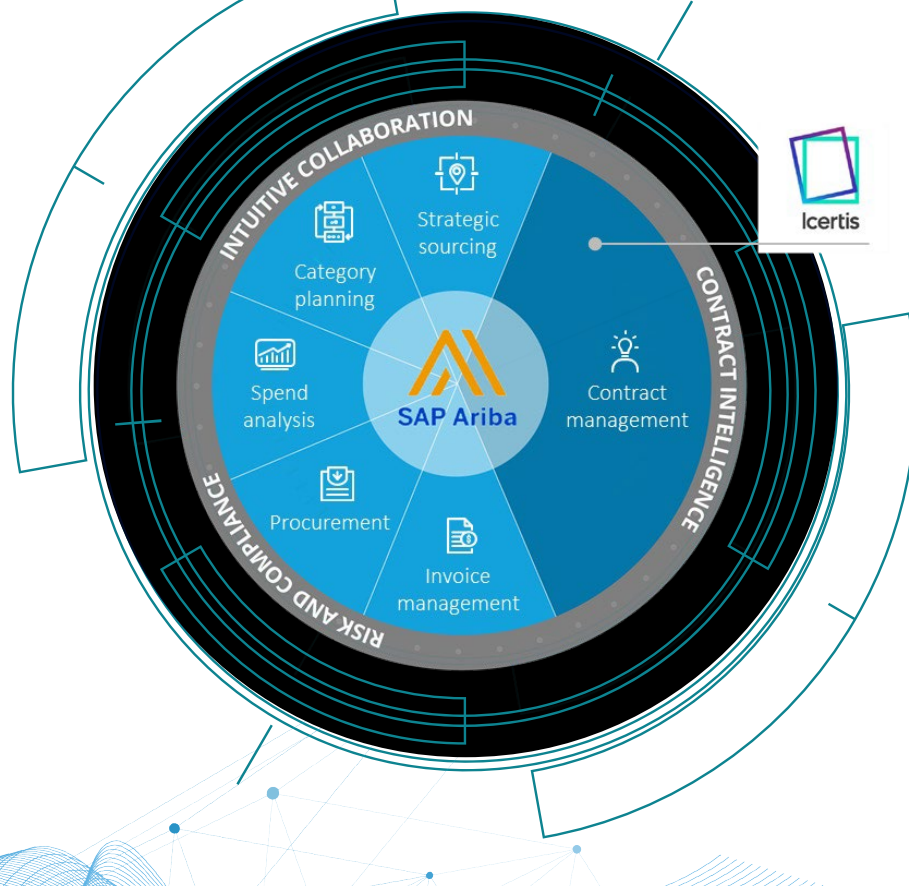
**The end-to-end CLM process**

TMT 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 TMT 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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