

Sustainable contracting

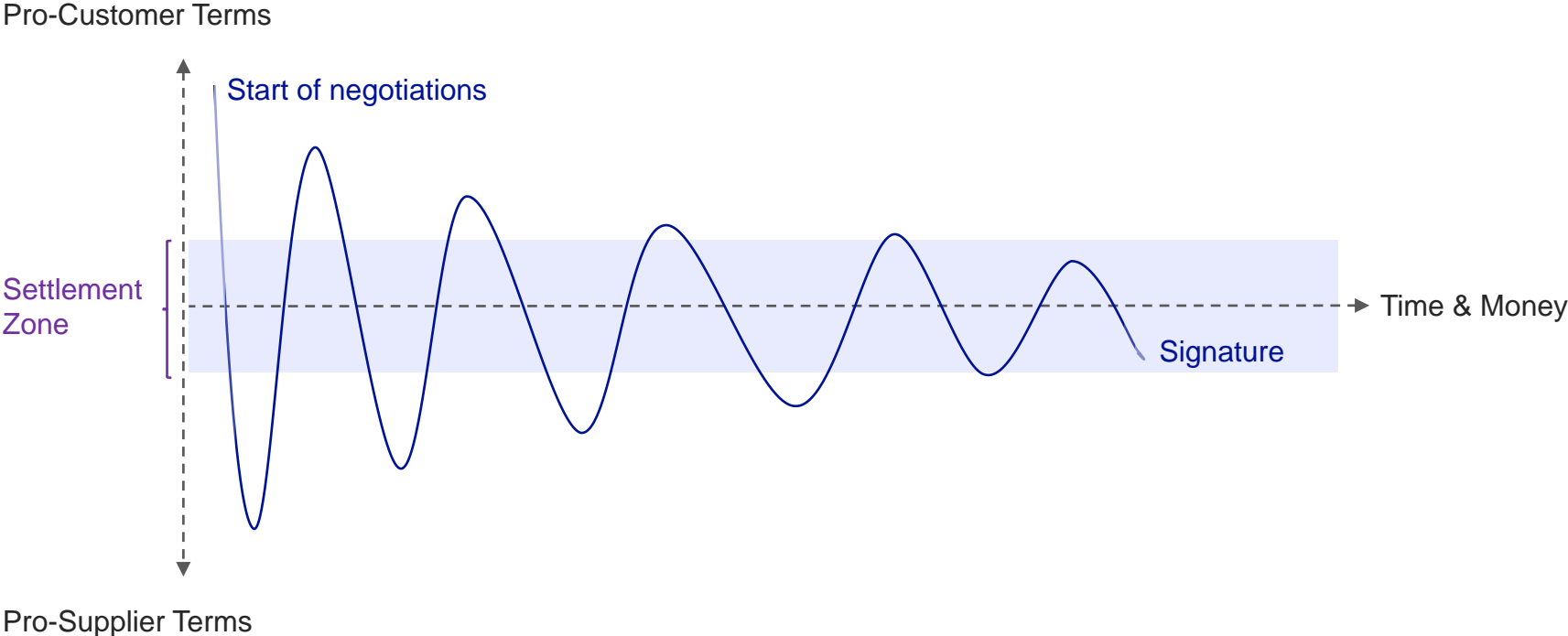
How can we adapt to become more sustainable

Clausify[®]
Contracting made easy

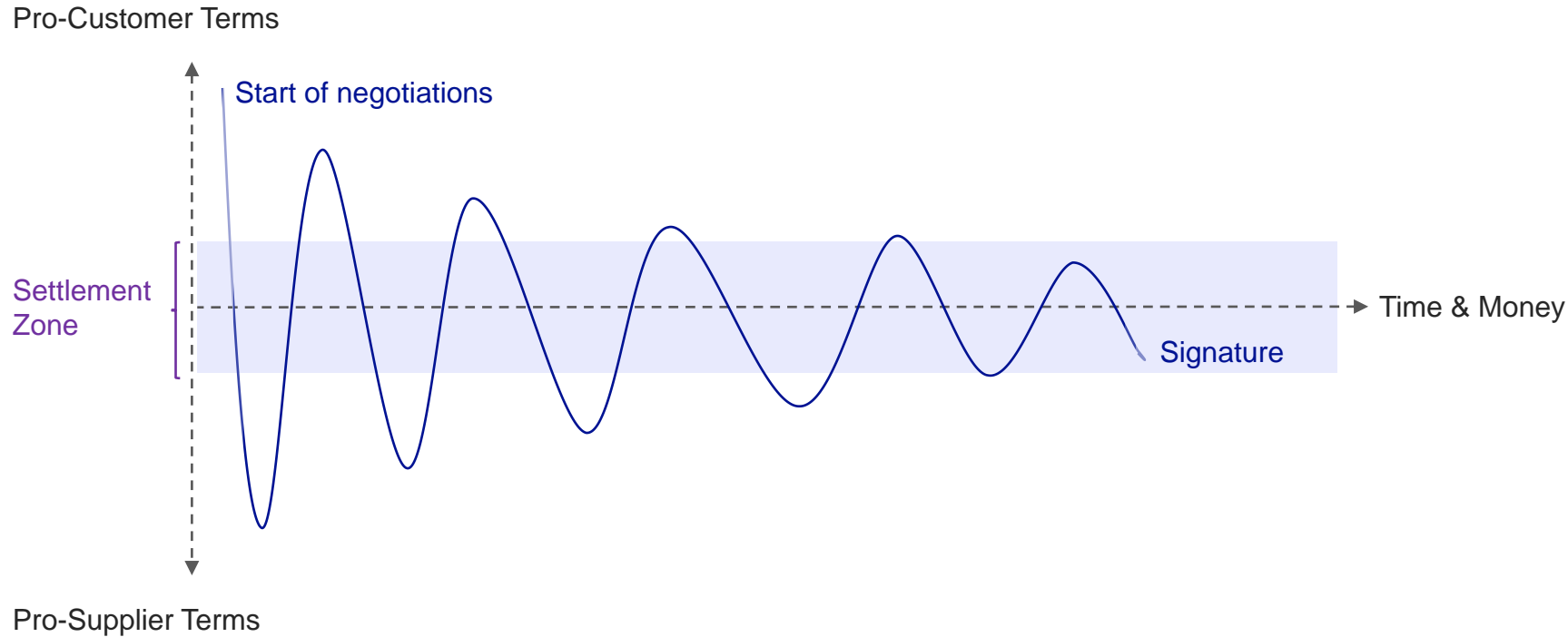
Questions

1. Are you happy with the contracting process?
 - Yes – it's efficient and works well;
 - No – it's about time it was improved; Unsure
2. What do you think about the amount of time it takes to reach a signed agreement?
 - Speedy!
 - It takes much too long
 - Unsure
3. Do you feel empowered during the contracting process?
 - Yes, I feel I am in the driving seat
 - No, I feel disempowered as lawyers take centre-stage
 - Unsure
4. What is the most challenging thing about contracting?
 - Aligning on commercials
 - Legal discussions
 - Other

The current process



The current process does not favour SMEs



---> Lengthy negotiations

---> Focus on non-commercial terms

---> Deal fatigue

---> Expensive

**So, who is going to make
the necessary change?**



ashurst



Private Practice
Partners



Fair, balanced,
simplified Terms

Other
Lawyers

Business
Advisors



GSA Terms



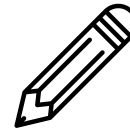
GSA Confidentiality Agreement



Digital & Consulting Framework Agreement



Statement of Work (SOW)



Change Request

GSA badges promote fairness in contracting



**But this isn't enough!
We need SMEs to use their voice...**



**Come and speak to
Kerry or me today**

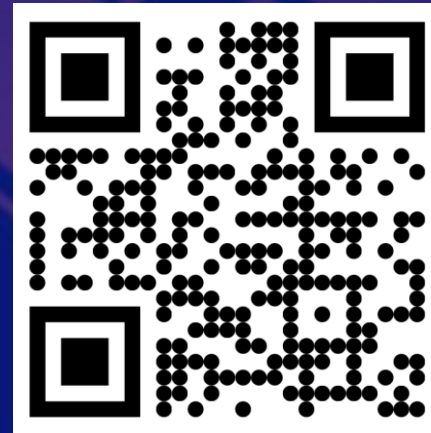


**Message me at
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#standardisationrevolution



Make some noise on LinkedIn
using the #tag



Start using the GSA Terms
Sign up to the FREE NDA
(Code: GSA-SSS)

Thank you!