



# Contract Management in Today's Health Systems

For hospitals and health systems, everything starts with a contract

## That surgeon?

She has an employment contract

## The surgical robot she's using?

There's a leasing or purchase contract plus, more than likely, a services agreement

## The sterile shoe covers on her feet?

Yep, a supplies contract

## The floor she's standing on?

That, too, requires a maintenance and cleaning contract



## Contract management is critical to healthcare operations



### 60-80%

Percentage of transactions within a healthcare organization that are governed by contracts



### 1,000+

Number of contracts a single hospital manages

It's a problem affecting health systems' bottom line



### 15%

Percent of rebate submissions processed manually or in an inefficient manner have some degree of error



### 9%

Annual percent of revenue eroded by ineffective contract management and suboptimal contract terms and conditions



### 37%

Percent of people who say that their contract process has caused delays in closing deals

Inefficient contract management costs the healthcare industry.



## \$157 billion

Amount health systems spend annually on manual contract management

## To control your costs, you need to control your contracts



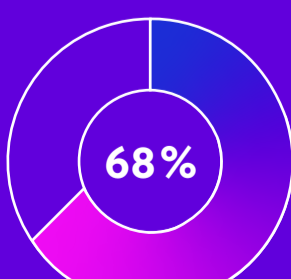
## Effectively managing contracts is paramount in today's integrated healthcare operations.

Tips for managing your contracts:

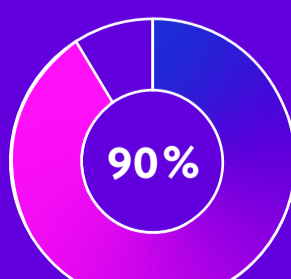
- Approved contract templates**  
 Create a single source of truth for contract templates to ensure compliance and consistency.
- Workflows based on user role**  
 Standardize the contracting process through repeatable, department-specific, permission-based workflows.
- Regular audits**  
 Minimize the threat of noncompliance with the tools you need to regulate contracts, track changes, and regularly perform audits.
- One location for all contracts**  
 Store contracts in a central location to enhance visibility and enable monitoring of your ecosystem of agreements.
- Secure your contracts**  
 Keep sensitive data secured using trusted contract management environments, defined user permissions, and active monitoring.
- Compliance enforcement**  
 Frequently evaluate vendors, track provider time reporting, avoid conflicts of interest, and record gifts and other non-monetary compensation providers may receive.



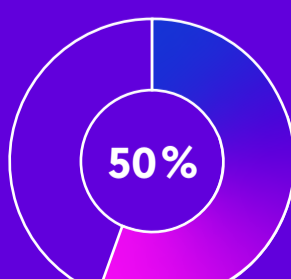
## Using a contract lifecycle management (CLM) system can improve the contracting process and reduce expenses.



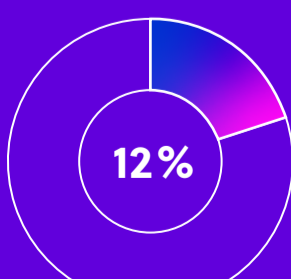
Reduction in providers' contracting cycles



Reduction in time spent on contract-related reporting



Reduction in time spent managing contract documents



Annual spend reduction from auto-renewal management