

AI and the Contract Management Lifecycle

In partnership with



Speakers



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Good news or Bad news?

What are we talking about?

The new era of contract management

Agentic AI transforms the way contract management is performed and perceived, shifting it from an administrative overhead to a source of measurable added-value and strategic enablement.

Agentic Architecture

Agentic architecture refers to the design and structure of AI systems that exhibit autonomy, decision-making, and goal-oriented behavior.

It defines how AI agents perceive their environment, plan actions, execute decisions, and learn from feedback.

Agentic Architecture allows organizations to:



Mitigate value erosion



Identify risks and
opportunities



Unlock new revenue streams

A nuanced approach to AI

Scenarios on the scale of human-led to fully-enabled AI

Scenario 1	Scenario 2	Scenario 3	Scenario 4	Scenario 5
High human interaction with AI as support tool	Human-led negotiation with AI analytics	Balanced collaboration	AI-supported drafting and review	Fully AI-enabled process
Type of contract				
Highest complexity , bespoke contracts or situations with significant ambiguity.	Higher complexity , high-stakes contracts (e.g., capital projects, large scale outsourcing, mergers).	Mid-complexity , long-term supplier agreements, requiring innovation and on-going cooperation.	Lower complexity contracts with defined terms but occasional customization.	Lowest complexity standard forms with little or no negotiation.
Tasks				
Humans lead all aspects of contract management; AI is used for reporting and decision support.	AI provides data insights and predictive analysis. Humans handle live negotiations and subjective decisions.	AI analyzes contract trends and monitors compliance. Humans provide insights for strategic adjustments and relationship management.	AI drafts contracts, suggests edits, and flags risks. Humans review and approve.	Automatic contract generation, clause selection, compliance checks.

Human-led

With AI assistance

Middle ground

Collaborative AI and human interaction

Fully AI-enabled

Minimal human interaction

**How will this change
the nature of our
work?**

AI's new capabilities

AI introduces several capabilities in contract management that were previously impractical or impossible at scale:



Large-scale analytics, risk and opportunity management*

Example: a global technology provider has built connections between its procurement contracts and customer contracts to generate immediate insight to the potential impact of supply disruptions.



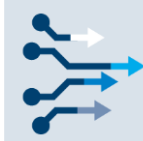
Dynamic compliance monitoring



Automated Contract Lifecycle Management



Enhanced customization and personalization



Integration with other systems



Predictive insights



Enhanced reporting and visualization

AI impact on the role and value of the contract manager

If AI can improve and enhance the existing contract management activities...

- ***How then do we position the human contract manager?***
- ***What value do we attribute to the human in a contract manager?***
- ***Empathy, understanding of needs and personal interests, problem solving, ethics, emotional intelligence, good judgement and nuanced advice?***



From routine to strategic tasks



From reactive to proactive risk management



Improved negotiation capabilities

AI impact on the role and value of the contract manager (continued)

We're looking at an exciting, transformative elevation of the role of human contract managers.



More relational
less transactional



Better insight and
greater influence



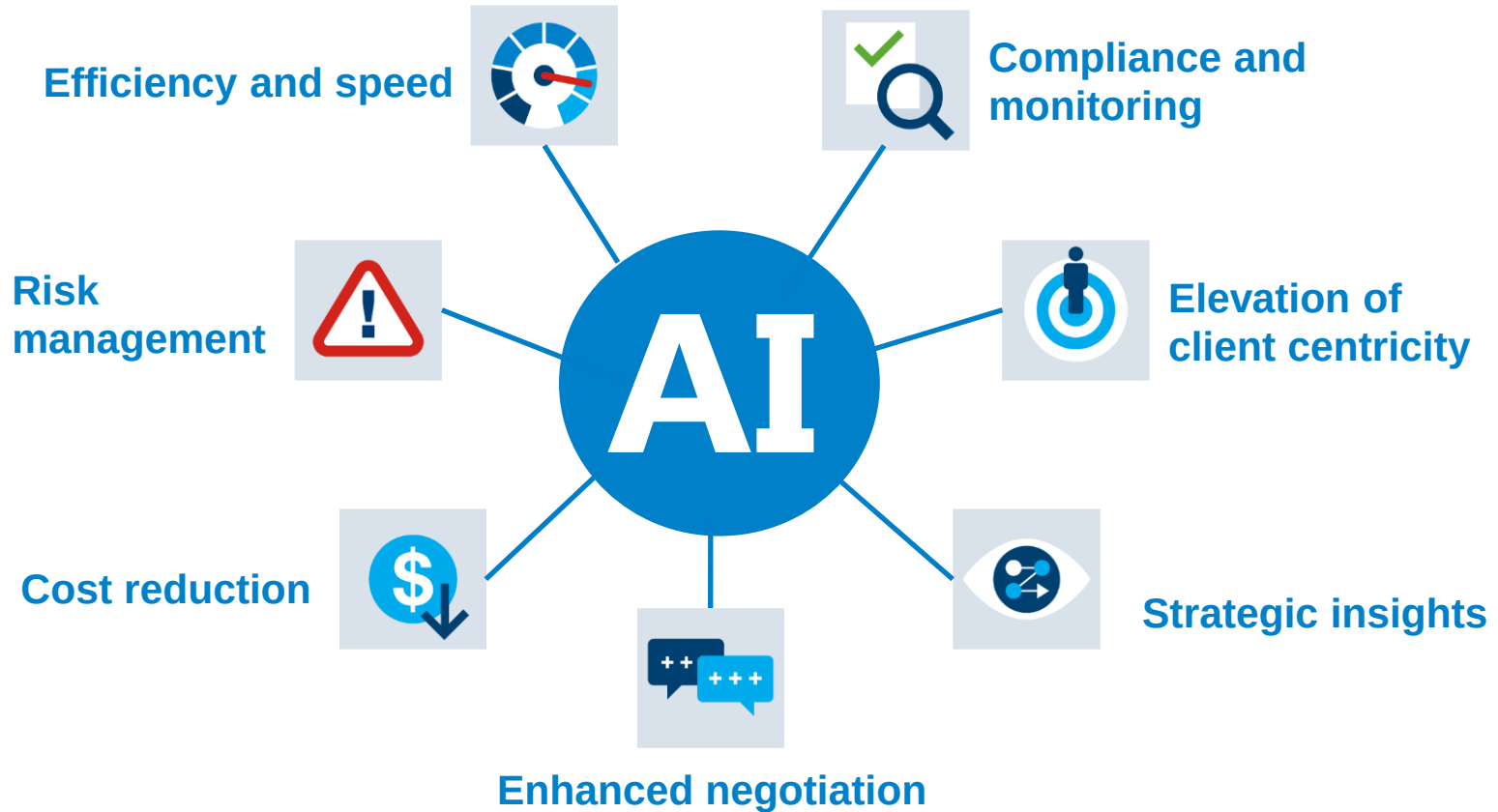
Technical and
innovative skills

Reducing time-consuming administrative execution and spending more time in measurable added value:

- Strategic contribution
- Relationship building and influencing
- Efficiency and productivity
- Innovation and adaptability



AI impact on CML



Positioning of the CM role in the business

*“AI will both **impact** and **expand** the **role of contract managers** and will reposition contract managers within organizations with materially positive impact”.*



Earlier and more strategic engagement



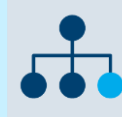
Elevated role and influence



Broader scope of responsibilities



Leadership in innovation and improvement initiatives



Positioning within the organizational structure



Enhanced accountability and ownership

The AI impact on skills



Skills becoming less important

- Developing contract summaries and undertaking tasks such as obligation extraction.
- Undertaking and reporting on routine compliance checks.
- Performing basic risk assessments and red-lining that follow standard protocols.
- Low-level negotiation since AI will facilitate far greater self-service, including potential machine-based negotiations.



Emerging and enhanced skills for an elevated role

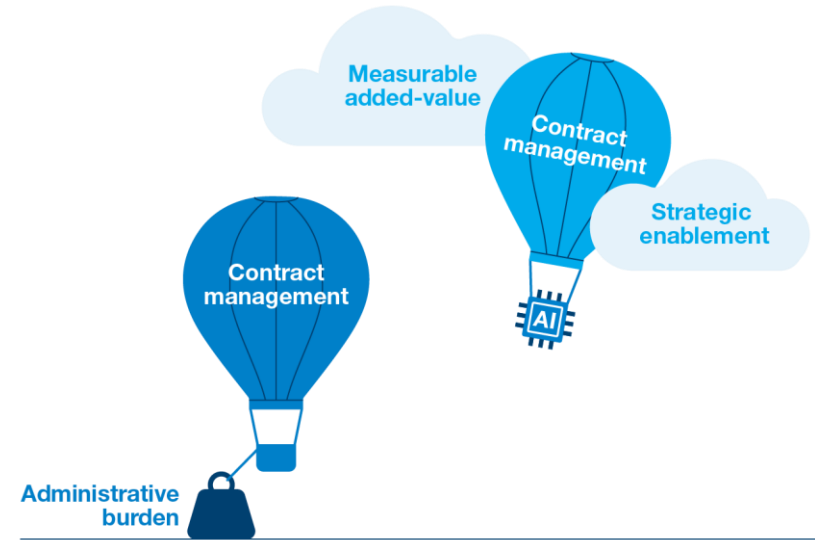
- Strategic thinking and planning
- Data analysis and interpretation
- Negotiation skills Risk management
- Problem solving
- Technology proficiency
- Collaboration, influencing and stakeholder management
- Innovation and process improvement
- Legal, financial and operational acumen (etc.)

Five steps to implement AI in contract management

- 1** Conduct a portfolio-wide assessment
- 2** Identify key areas for initial AI application
- 3** Appoint subject-matter and technical resources to co-develop tools
- 4** Train teams in data-driven decision-making
- 5** Integrate AI tools with existing systems

Conclusion

By grasping the innate complexity of contracting and contract management, we can overcome its many frustrations and turn it into a **business asset**, providing a **source of control** and **added value**.



A diverse group of business professionals, including men and women of various ethnicities, are seated in an audience. They are all smiling and clapping their hands, suggesting a positive event or presentation. The setting appears to be a modern office or conference room with large windows in the background. The text "Thank you" is overlaid in the center of the image.

Thank you

Appendix: Agentic Architecture

From compliance to strategy: the role of Agentic AI

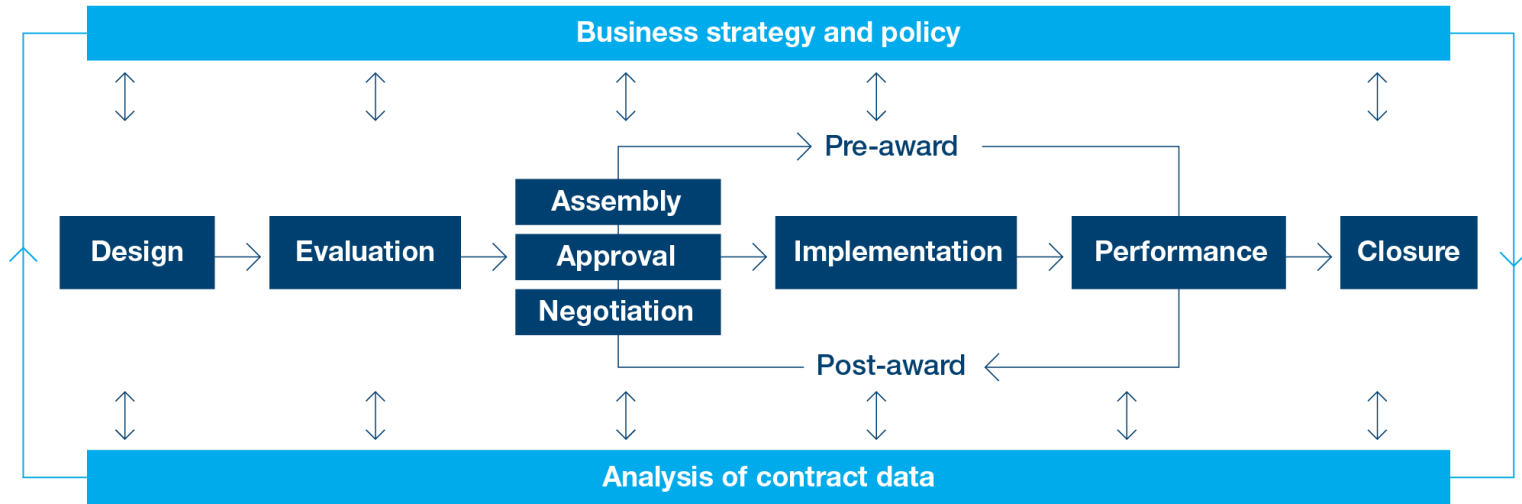
1. Alignment with commercial goals
2. Portfolio-level analysis
3. Continuous value creation



Bees only produce honey collectively. Similarly, Agentic AI can tackle complex tasks beyond the capabilities of single agents.

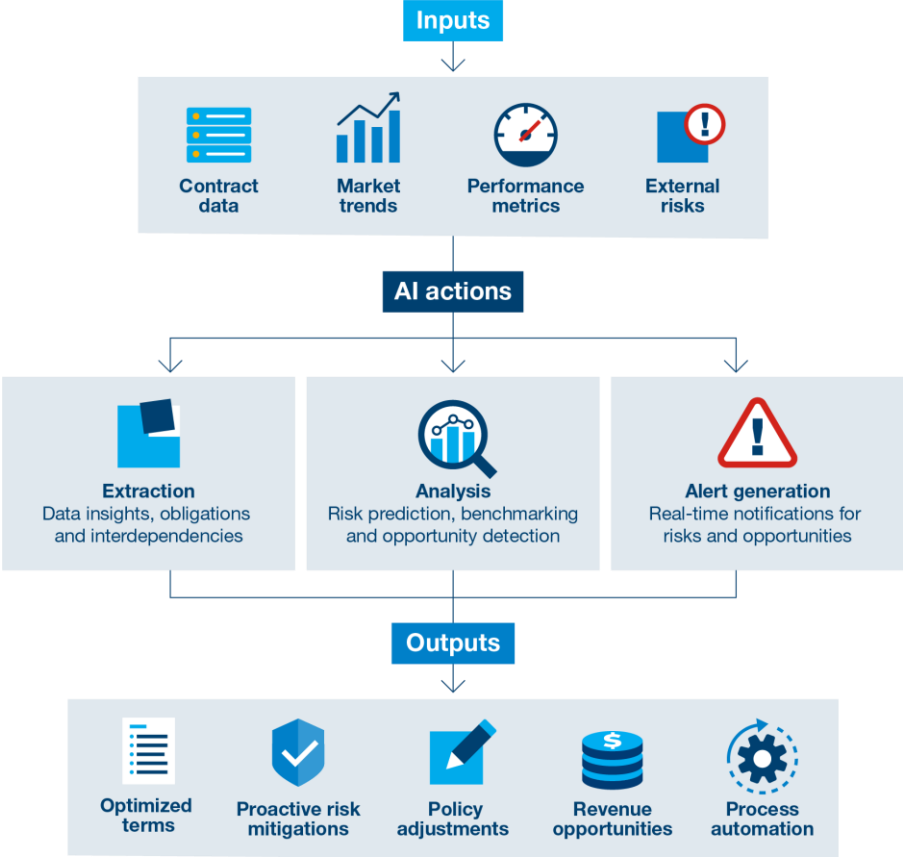
***Agents** can be used to provide seamless interconnection and orchestration across multiple legacy systems.*

Appendix: the contracting lifecycle

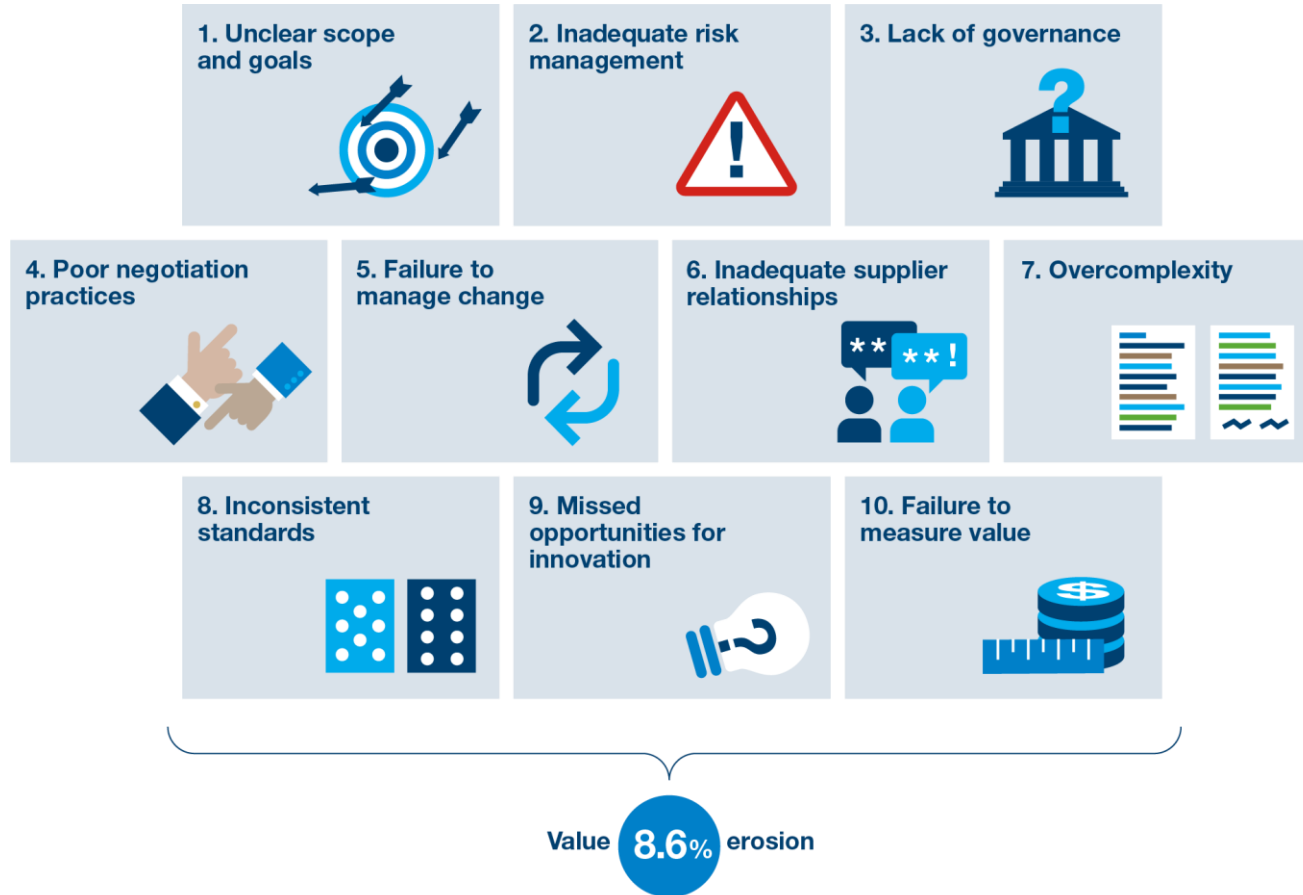


Source: WorldCC, 2025

Appendix: AI's impact on the contract lifecycle



Appendix: The 10 Pitfalls of Contracting



A diverse group of business professionals, including men and women of various ethnicities, are seated in an audience. They are all smiling and clapping their hands, suggesting a positive event or presentation. The setting appears to be a modern office or conference room with large windows in the background. The text "Thank you" is overlaid in the center of the image.

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