

# 10 Pitfalls to avoid in contracting



**Lack of clear scope and goals**

Result: Cause of claims/disputes



**Contracts legal team involved late**

Result: Wrong form of contract and extended lead time



**Failure to engage stakeholders**

Result Misaligned interest and future opposition



**Protracted negotiations**

Result: Competitive exposure, delayed revenues



**Contracts difficult to use and understand**

Result: Users see contract as irrelevant to business needs



**Contracts lack flexibility; insufficient focus on governance**

Result: Performance management dominated by blame/fault



**Contract terms and negotiations focus on risk allocation**

Result: Loss of economic benefit; contract is a weapon



**Poor handover from deal team to implementation team**

Result: Commitment and obligations missed and misunderstood



**Limited use of contract technology**

Results: Inefficiency and loss of quality in performance and analysis



**Weak post-award process and governance**

Result: repetitive issues and errors causing value loss

Average Value Erosion

