

WE SEE THINGS DIFFERENTLY.

CONTRACT MANAGEMENT FOR MANUFACTURERS

OUR PHILOSOPHY

The Dilemma: Manufacturers negotiate and execute scores of contracts of all types, including procurement (both flat and outsourcing) and sales (purchase order by purchase order and long-term agreements). Therefore, not surprisingly, one area where demand for legal services often becomes overwhelming is contract management. More specifically, in-house counsel and business leaders are continually looking for ways to streamline their operations, and provide faster, value-added services to their internal clients, while protecting the company.

The Traditional Outside Law Firm Response: Most law firms treat each contract as a discrete matter that requires legal perfection. The result is typically an extensive, often non-negotiable, redline that fails to distinguish the most critical business and legal points. The one-off nature of this method of legal review tends to be expensive and inefficient.

OUR APPROACH: A "PLAYBOOK" FOR CONTRACT MANAGEMENT AND REVIEW

Not all manufacturers arrive at contract management the same way. Some manufacturers have in-house counsel and some do not. Some manufacturers have detailed work-flows and processes for contract review and some do not. Some manufacturers review their key documents regularly and some have not reviewed them in years. As a result, the relevance of the recommendations below depend on the individual manufacturer.

- + Review of Standard Terms and Conditions of Sale and Purchase
- + Review of Standard Contract Documents
- + Developing an Internal Review Process for Non-Standard Contract Documents (Playbook)
- + Negotiation of Long-Term Agreements or Agreements Outside Purchase Order Process
- + Supply Chain Management
- + Training
- + Contract Overflow (Overflow Counsel or Outsourced Counsel)



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