



# The Agreement Trap

One of the biggest hidden sources of value destruction in businesses today

Outdated systems and processes trap valuable information inside static documents – costing time, opportunity, and money for organizations of all sizes. We call this the Agreement Trap.

In the coming year, the Agreement Trap will destroy up to

**\$2T** in global economic value



The Agreement Trap affects every industry, organization, and business function

62%

of companies struggle to identify agreement language or clauses, significantly delaying agreement creation

**25K hours**

average annual waste per function when developing agreements

47%

of companies struggle to track and analyze agreements, leaving them ill-prepared for negotiations

**14K hours**

average annual waste per function when analyzing agreements for insights

51%

of companies struggle to comply with agreement security and confidentiality policies

**6K hours**

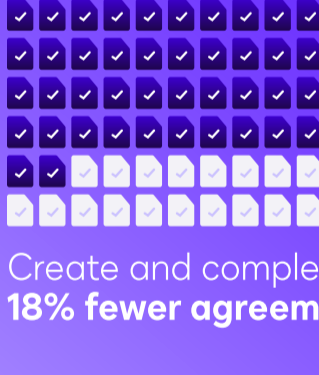
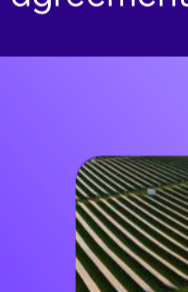
average annual waste per function to organize, store, and manage agreements

Companies with disconnected agreement management workflows...

Take **2 weeks longer** to complete the agreement lifecycle



Lose **2X as many deals** due to poor agreement processes



Create and complete **18% fewer agreements**

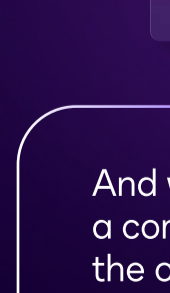
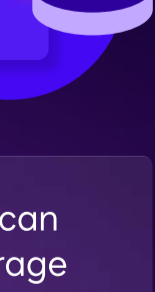
...compared to companies with digital agreement management workflows

Digital agreement management workflows can create sustainable value for every function



Sales teams can spend an average of **17% more time** with customers and closing deals

Procurement teams can save an average of **\$400K annually** from faster vendor onboarding



Legal teams can avoid an average of **22 agreement compliance incidents** annually

And with every agreement a company manages, the opportunity increases.

For companies managing **more than 20K agreements** each year, improving systems and processes can **increase revenue by \$44M**, or more.

Intelligent Agreement Management workflows and technologies are central to overcoming the Agreement Trap

