

Contract Administration Business Process Review

▶ ENSURE EXECUTION

Generate more revenue from better contract management

Contract execution and management, key elements of the revenue value-chain, have an immense impact on the revenue stream and profitability. Companies who improve revenue and profit margins are diligent about the following contract-related tasks:

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|---|---------------------------------|----------------------------|-------------------------------------|----------------------------------|
| 1 Initiation; Drafting; Analysis | 2 Formulation; Execution | 3 Review; Recording | 4 Administration; Monitoring | 5 Termination; Expiration |
|---|---------------------------------|----------------------------|-------------------------------------|----------------------------------|

▶ GET TANGIBLE BENEFITS

Find more profit by decreasing overhead with PCG

By identifying gaps within resources, processes and organizational structure components of the revenue value chain, PCG will generate profits from decreased operational costs and more efficient processes.

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|---|--|---|
| <input checked="" type="checkbox"/> Reduced revenue recognition risks | <input checked="" type="checkbox"/> Ensured quality control over customer relationships | <input checked="" type="checkbox"/> Efficient internal communication channels across organizations |
| <input checked="" type="checkbox"/> Policies that promote standardized processes for increased efficiency | <input checked="" type="checkbox"/> Consolidated effort to manage and monitor the customer set | <input checked="" type="checkbox"/> Controls and structure applied to quote to contract process of sales activities |

▶ TRUST OUR EXPERTISE

Leverage best-practices for streamlined revenue policy

PCG's clients can rely on us to focus on the contract administration process, as it defines the relationship between the client and their customers, sets the tone for the relationship and is a 3rd party's insight into the validity and 'quality of operations' of the client. Our approach works with a focus on preserving these tenants.

PCG Contract Administration Methodology

Business Process Review Points:

- | | | |
|-------------|--------------|-----------------|
| • Processes | • Technology | • Controls |
| • People | • Strategy | • Organizations |

Problem Solving Approach:

Review Business and Organizational Goals



Analyze mega processes and activities using Review Points



Utilize data analysis, interviews, process mapping, process analysis and review of policies and procedures.

Components of Business Process Optimization



Our work has refined contract-based operations and maximized return on investment for our clients. Let us do the same for your company.