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Alliance Life Sciences: Best Practices in Contract Lifecycle Management for Stakeholders in the Life Sciences Industry

On-demand webinar provides insight on improving contracting processes through process improvement and automation

BRIDGEWATER, NJ – January 26, 2011 – Alliance Life Sciences Consulting Group (ALSCG), a leading management and technology consultancy, defines the best practices and strategies for leveraging Contract Lifecycle Management (CLM) solutions in its newly published white paper, "[Leveraging CLM Automation for Competitive Advantage](#)" and webinar entitled, "[ECLM Solutions Center Volume 1: Steps Towards Continuous Improvement In Contract Lifecycle Management](#)," for audiences to view on-demand at their convenience. This webinar is the first in a series on the subject of Continuous Improvement Programs in Contract Lifecycle Management. Authored by Mike Cram, CLM Practice Leader at ALSCG, these strategies enable stakeholders in the life sciences industry to realize the full potential benefits of contracting process automation.

"As part of our methodology, we've brought new meaning to the 'The Three R's -- risk mitigation, revenue maximization, and rogue spend abatement," says Cram, who has over 23 years of experience in the industry. "These practices help companies realize the full potential benefits of CLM automation through contract management technology that automates the contracting process and improves a company's access, visibility, and control over contracts. This approach increases contract compliance rates, reduces revenue leakage, and improves overall CLM performance by reducing cycle times."

Cram adds that most organizations continue to use inefficient, labor-intensive contract processes, which opens them up to greater risk of error and loss. “Where companies fail in realizing benefits from CLM technology is by settling for only gaining the efficiencies of the automation of contract creation and approval processes instead of focusing on improving the overall contracting process,” he concludes.

To learn more about CLM methodology, view ALSCG’s [ECLM Solutions Center Volume 1: Steps Towards Continuous Improvement In Contract Lifecycle Management](#) webinar at www.alscg.com/company/events/clmwebinar.

About ALSCG

Formed in 1994 and headquartered in Bridgewater, N.J., Alliance Life Sciences Consulting Group employs over 150 professionals who collectively understand the business challenges of the Life Sciences industry and offer solutions for Sales & Marketing, Managed Care & Government Contracting, Commercial Operations, Information Management and Analytics. ALSCG has experience with seven of the top 10 largest pharmaceutical manufacturers as well as middle market and emerging Life Sciences firms. Contact: 866-581-4850 www.alscg.com

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