

At a Glance

- Three contractual documents from the supplier
- 74 pages of detail
- Turnstone found 29 “reds” high risk clauses

Client Challenge

Marley were engaging Edenhouse for a critical SAP project, the contracts for which had been reviewed by IT and legal. They engaged Turnstone for a deeper operational and commercial review.

The amount of paperwork was considerable, consisting of :-

- A Managed Service Subscription
- Statement of Work
- Consultancy Agreement

Solution

Turnstone worked with Marley inhouse IT, Procurement and Finance personnel. We analysed the agreements in detail, using the unique contract analysis and clause benchmarking methodology.

Outputs were expressed in plain English and prioritised, before being presented back to the client.

Outcomes

- A total of 29 high risk ‘red flag’ contractual areas were identified across the 3 documents.
- The 29 reds included meaningful areas such as the charges, fault rectification, acceptance, security and scope to name a few
- These were discussed with the client in detail, to explain the rationale and their impact.
- Guidance was provided to the in-house team who chose to undertake negotiations and redrafting with the supplier