



NEDERLANDSE
BEROEPSVERENIGING VOOR
CONTRACT MANAGEMENT

Who will be doing the management of the proposal after it is signed?

- ∴ Presentation NBCM at the 15th anniversary jubilee congress of APMP
- ∴ April 11, 2019

NBCM at APMP jubilee congress

Acquaintance and objectives

- What is your position please?
 - proposal/bid manager
 - sales/account manager
 - contract manager
 - lawyer / legal jurist
 - consultant
 - buyer
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- What is your expectation for this session?
- What topics would you prefer to be addressed?

Topic

- Who/what is NBCM
- What is a contract
- What is contract management about
- What are the major pitfalls
- What is a Contract manager doing and what are the required skills
- The modern Contract manager
- Proposal manager and Contract manager as 'brothers in arms'
- Questions

NBCM

The Dutch Professional Association for Contract management?

The NBCM (in Dutch: "Nederlandse Beroepsvereniging voor Contract Management") is *the association* in The Netherlands for the development of the *contract management function* on both the client- and supplier-side. The key objective of the NBCM is to *professionalize* the CM function across all (profit and non-profit) business sectors.

The NBCM *stimulates education* and offers a *platform for knowledge-sharing* and best practices; they organize *seminars*, bring together working groups and *special interest groups* and maintain an exacting *job certification* program. All NBCM activities are based on its *clear vision* of the future development of the contract management function.

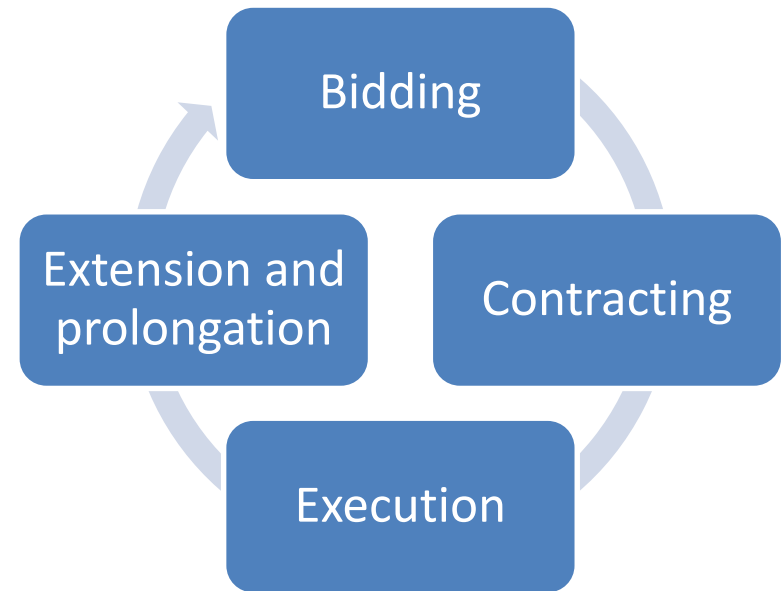
NBCM is not providing education but stimulates contract managers to educate continuously.

What is a contract

Phases, Aspects, Topics

“A Contract is the agreement between legal subjects about the provisioning of services and/or products whereby the agreed rights and obligations can be enforced by law.

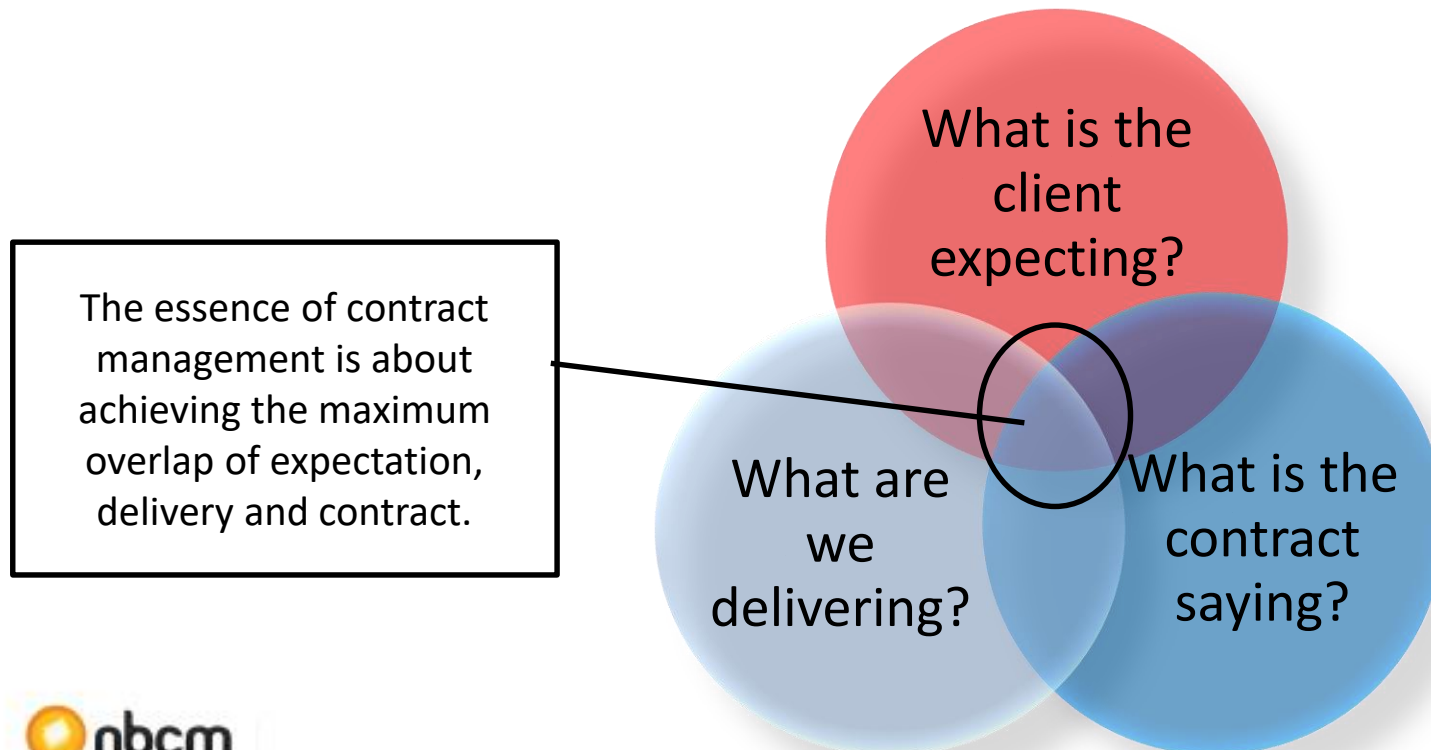
A contract includes the specification of the services and/or products and the terms and conditions for the provisioning.”



What is contract management

Purpose and the essence

“Contract management encompasses the quality control of all agreed products and services, the contract change management process, the timely identification and solving of risks and issues in the services or in the relationship between the contracting parties, and the continuous alignment of all elements within the contract and the expectations and demands of the parties”



Major pitfalls in Contract management

It will go seriously wrong in case there is:

- not enough attention for the (changing) client expectation
- no adequate contract change management
- no eyes on the initial contract objectives
- no sufficient performance measurement (and reporting)
- no mutual contract governance
- lack of involvement for invoicing and payment
- no sufficient focus and monitoring of all contract results

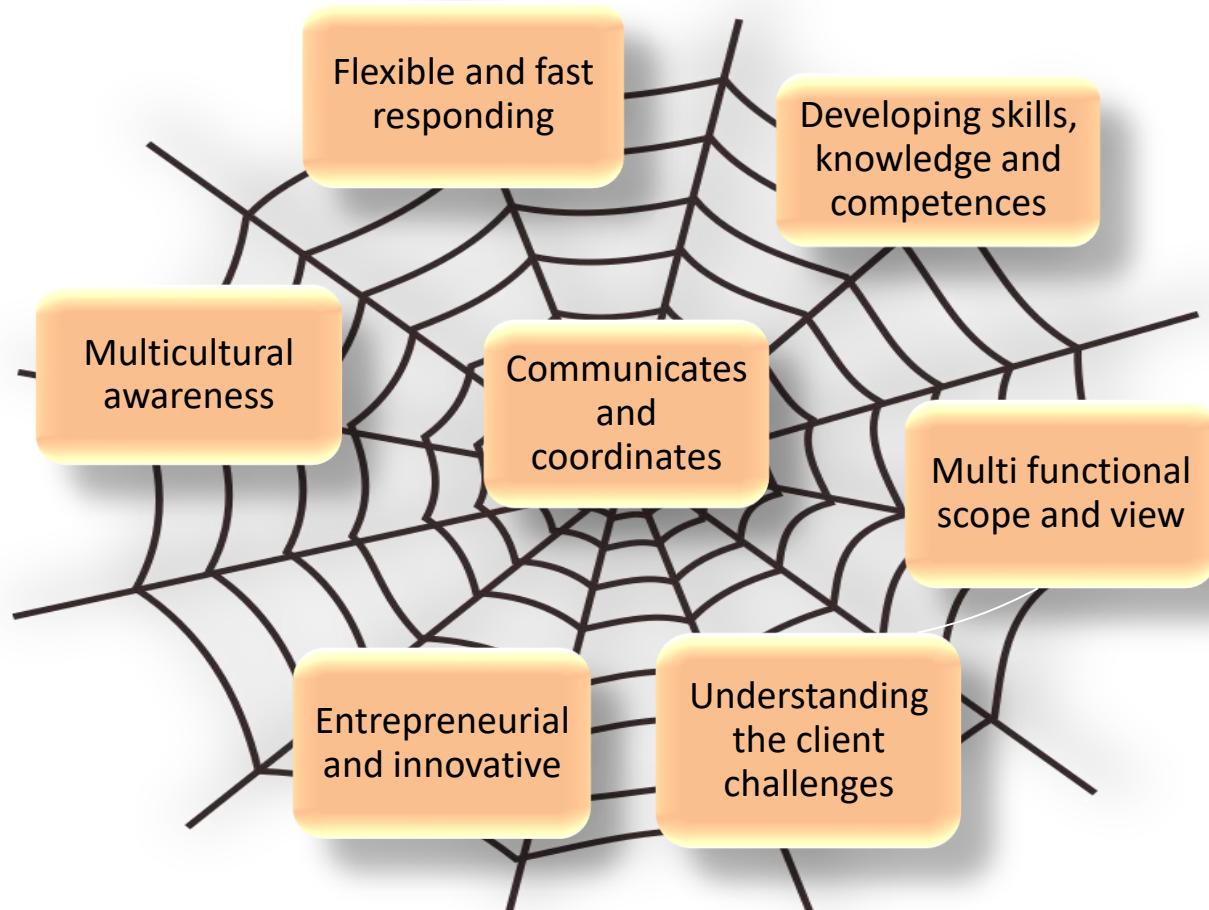
What is a Contract manager doing ...

.. and what are the skills and how can you be sure to have the right person?



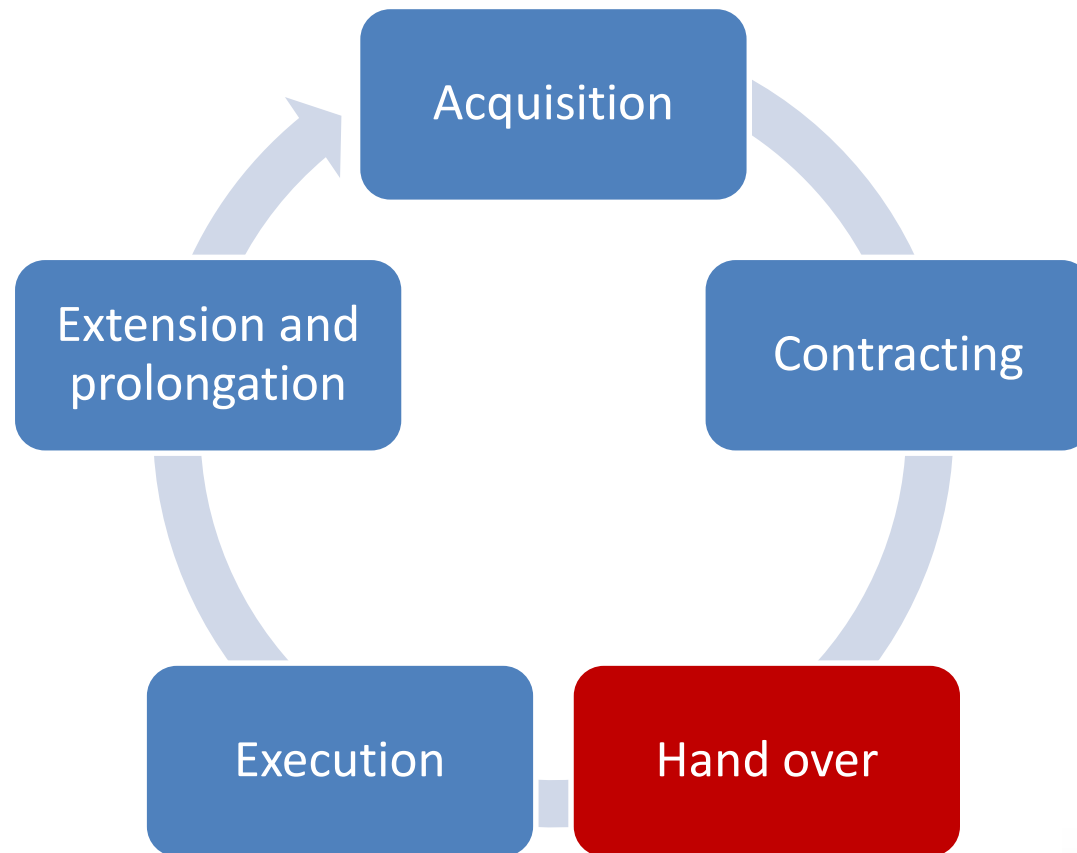
What is a modern Contract manager

'Spider in the Web'



Samenwerking Proposalmngnr : Contractmngnr

'Brothers in Arms'



Vragen

Any questions please go ahead.





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Thank you

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- ∴ Gert-Jan Vlasveld and Henk de Olde
- ∴ Aprik 11, 2019