A global industrial aerospace company automates contract lifecycle management (CLM) negotiation and obligation management workflows to drive efficiencies.

Woodward, Inc. holds 150 years of experience as an independent designer, manufacturer, and service provider of energy control and optimization solutions for aerospace and industrial markets. World-class manufacturing plants operate in 31 locations across 13 countries.

**CHALLENGES**

Low adoption and usage of existing CLM solution

Increased contract storage practices

Manual, inefficient contract negotiation and obligation management

Difficulty in the extraction of key contract data

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**SOLUTION**

Though the team at Woodward had a contract lifecycle management (CLM) solution in place, user adoption was low. As a result, manual negotiation and obligation management drove inefficiencies and risk, and inconsistent contract storage practices caused difficulties in contract data extraction. Due to the compounding issue of increased solution costs, the team at Woodward identified the opportunity to transition to a new solution. CLM Matrix, from Wolters Kluwer’s ELM Solutions, supported the application of flexible workflows and automated contract storage to enhance data capture.

**BENEFITS**

Ease of contract discovery and data extraction

Contract negotiations at Woodward follow defined policies and approvals for both sales and the global supply chain teams. The introduction of automation, with reminders to maintain momentum in negotiations, has shortened cycle times. Right-person, right-time notifications have improved the ability for Woodward to reduce post-execution risk through the removal of manual obligation management practices. Together, the end-to-end CLM automation delivered by CLM Matrix workflow capabilities has uncovered impactful efficiencies for the Woodward team.

**SOLUTION**

The team at Woodward prioritized ease of use for both end users and administrators to drive the most effective use of the contract lifecycle management platform. The flexibility of CLM Matrix workflows addressed these needs and enabled the long-term ability to configure the solution in line with the needs of existing and transformed processes. Due to the improved configurability, it was determined that internal resources would be prepared to adequately support CLM Matrix in further demonstrated adaption.

**SOLUTION**

We highly recommend CLM Matrix. Our experience was very positive due to a dedicated core team. They were responsive, knew the product well, and were able to truly understand how we need to operate. As a result, CLM Matrix works great for our needs.”

**CONTACT US**

CLM Matrix has removed our manual bottlenecks and automated all of our approvals in line with defined policies and procedures. Additionally, the central repository has allowed us to easily find the information we need quickly.”

**CONTACT US**

CLM Matrix and the Wolters Kluwer’s CLM Solutions team are prepared to help you start down the path to a successful transformation of your CLM processes.

Visit [https://www.wkelmsolutions.com/commercial-contract-lifecycle-management](https://www.wkelmsolutions.com/commercial-contract-lifecycle-management) to find more about the CLM Matrix difference.

*Named a Strong Performer in the 2019 Forrester CLM Wave Report and in the top 3 for strength of product offering.*

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