

# Pain relief for contracts

This is a solution designed to help with the main pain point businesses experience with contracts - getting them negotiated and signed quickly so that they start to generate revenue.

### The problem:

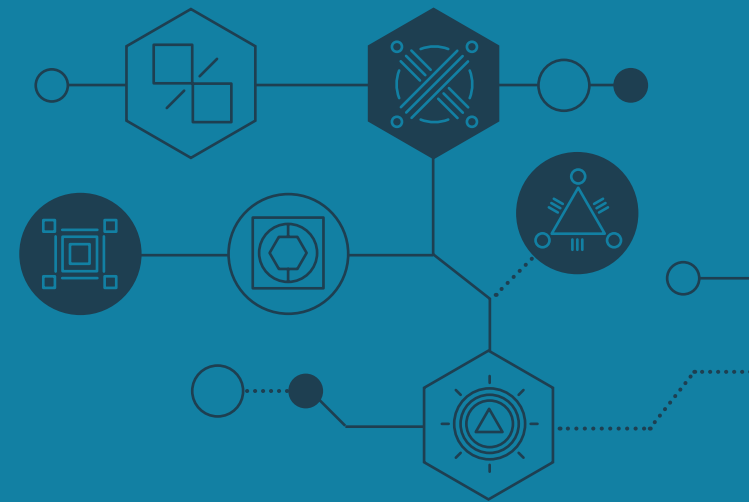
Our B2B tech clients are often selling to big companies. These customers have lawyers and procurement teams who are all over our clients' contracts like a rash. These teams don't always understand the context of the purchase and don't have the same motivation as our clients do to get the job done.

This often results in changes being requested that are extensive, unreasonable and not well thought through.

This causes delay and subsequent pain for our clients.

"RM have been brilliant at helping us get through these negotiations. Their focus is on getting the contract done as efficiently as possible - they know what to negotiate and what to let go - they don't score points. They've taken the time to get to understand us and our business so they can make a lot of the decisions without bothering me. They're like our in-house lawyers."

**Steve Toland,**  
CEO & Founder, TransFICC



### Our solution:

We have years of experience negotiating contracts, meaning we can help you put in place a process to make these negotiations run more smoothly and, essentially, quicker. At the same time, we make sure you don't take any unnecessary risks.

We do this by:

- ensuring your contracts are properly drafted, giving you:
  - a balanced and reasonable starting point
  - no red flags in drafting for the other side
- designing a contract process which covers:
  - the 'playbook' - areas where you can and can't negotiate
  - agreed risk positions
  - escalation and decision making
- training the whole sales and management team to work with the contract and the process

**If you want to get contracts negotiated quicker without increasing risk, give us a call.**

Call Ian Grimley: **07788 584 308** or email: [ian.grimley@roxburghmilkins.com](mailto:ian.grimley@roxburghmilkins.com)