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Corridor Company CEO Russ Edelman to Speak on Contract Economics at IACCM Americas Conference 2018

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Russ Edelman will lead a workshop on contract management as a value-producing activity.

Corridor Company CEO Russ Edelman will present the workshop “Contract Economics: Understanding the Cost – and the Benefits – of Contracting” at the IACCM Americas Conference 2018 in St. Petersburg, Florida, on October 29, at 10:30 a.m.

IACCM President Tim Cummins will join Russ Edelman for this workshop on the first day of the conference.

In this workshop, Edelman will examine the costs and benefits of contract management as an activity that can create value for a business through investments in automation and people. The workshop will be highly collaborative, with team break outs. Grounded in business realities, the workshop will include case studies and conclude with explicit, practical takeaways.

The workshop will help contract managers and legal professionals answer key questions:

- What is the contract lifecycle? Establishing a common definition and understanding.
- How much does it typically cost to produce different types of contracts and how can you calculate that cost for your business?
- What are the primary areas where contracts and their terms have economic impact and how can you establish numbers for your business?

The IACCM Americas Conference 2018 will take place October 29-31, at The Vinoy Renaissance St. Petersburg Resort & Golf Club in St. Petersburg, Florida.

The IACCM Americas Conference is one of the key conferences and workshops produced by the International Association for Contract and Commercial Management. IACCM is a non-profit organization that enables public and private sector organizations and professionals to achieve world-class standards in their contract management and relationship skills. IACCM has over 40,000 members from more than 165 countries and 16,954 organizations.

This is Corridor Company’s eleventh year at the conference.

“Contract economics has long been ignored,” says Cummins. “Resources have instead focused on issues of risk, often at the expense of the value that should be achieved. IACCM has been releasing data on this issue for many years, but it is the advent of new technology that is bringing this topic to the forefront. Suddenly, leading economists and business thinkers are jumping on board, but their work remains

theoretical. This workshop brings together a mix of research, technology and practical experience to ensure real substance and practicality.”

“This workshop is based in the idea that contract management is a value-producing investment, not simply a business expense to avoid risk,” says Edelman. “An advantage with technology is that it can document that value and communicate it to the organization. The business can then take advantage of that knowledge, often in real time.”

For information about IACCM and this year’s Americas Conference, visit www.iaccm.com .

About Corridor Company

Corridor Company, Inc. is a leading provider of contract lifecycle management solutions on the Microsoft Cloud. With thousands of users globally, Corridor Contract Management solutions are trusted by Intel, Hyundai, Logitech, BAE Systems and other world-class organizations.

To learn why clients choose Corridor as their contract management partner, visit www.corridorcompany.com.

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