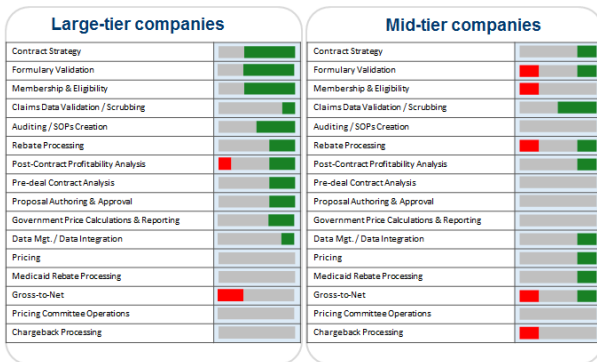


Future Issues in Contract Management 2016-2019

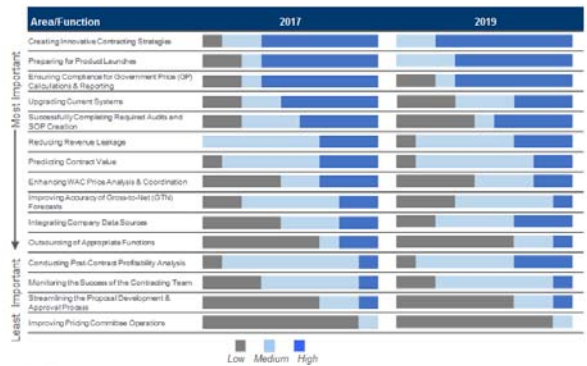
The annual edition of the *Future Issues in Contract Management* micro-benchmark provides contract management leaders with a detailed landscape outlining highly relevant issues, as identified by them, for the coming year and beyond. This review includes information from interviews with over 15 leaders of contract management organizations and provides information on how contract management leaders are prioritizing key issues and what they are doing to address these issues.

Find the answers to these questions, and more...

Resources for 2016-2019? How is resource allocation changing?



Top priorities for 2016-2019...or not? How are priorities expected to change in the future?

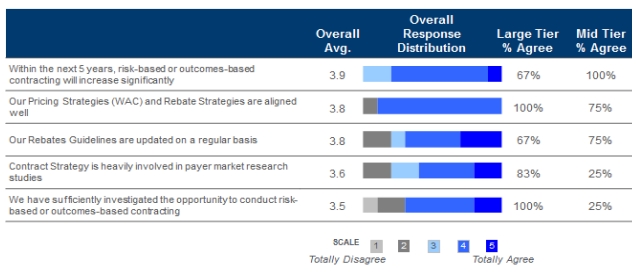


Addressing customer demands? Industry trends – limited access, market consolidation, pricing pressures, and increased governmental changes – are placing pressures on Contract Management resources. Companies are attempting to meet marketplace demands. Where do you stand?

Why are there differences in priorities? Understand the reasons for these differences across both large and mid-tier Pharmaceutical companies.



2016 - 2019—More of the same? How will priorities and resourcing investments shift over the next two years? What contract management activities will no longer be on the front burner?



How are companies preparing? Individual Contract Management teams must compete in the increasingly complex healthcare marketplace. What are the top issues and what skills are highly valued and being sought after?

What capabilities are in place? Organizations have developed excellent capabilities for some functions but not for others. How does your company compare?