

Contract Lifecycle Management for Legal



Contracts Are an Important Part of Most Legal Departments' Work

Contracts are a significant part of many legal departments' workload. Yet they still present challenges in many organizations. According to a 2025 Wolters Kluwer report¹, the most cited contract management challenges were lack of visibility (60%), lack of standardized processes (52%) and misplaced or missing contracts (49%). The resulting impact on legal departments includes slow turnaround times (33%) and increased legal risk, revenue or other losses from inconsistent drafting or unmanaged obligations.

Legal is Integral to CLM But Business Units Often Own Implementation



The Growing Gap Between Contract Intent and Business Execution

Legal's role in contracting is fundamentally different from any other function. Contracts are the mechanism through which the business connects to vendors (cost), customers (revenue), employees (value) and regulators (risk).

In most organizations, multiple Contract Lifecycle Management (CLM) and adjacent systems sit across Procurement, Order-to-Cash, ERP, Channel and Vendor Management. Legal sits at the intersection of all of them, yet few, if any, systems are designed around Legal's core workflows for drafting, negotiating, approving and governing agreements.

This disconnect is compounded by the fact that Legal is rarely the owner of post signature contract execution. While Legal defines the intent and risk position, implementation is often handed to the business.

The result is a growing gap between what contracts say and how they are actually managed in practice, a gap that directly drives cost leakage, missed revenue, lost value and unmanaged risk.

According to a 2025 report from World Commerce & Contracting²:

"...poor contracting practices erode an average value equivalent to almost 9% of annual revenue. For those in more complex industries this is often 15% or more. A single missed obligation can cost tens or hundreds of thousands of dollars - sometimes even more."

iManage | Co-Flo Solution: Contract Lifecycle Management for Legal (yes it has AI)

The iManage | Co-Flo CLM for Legal solution is a cloud-native application that extends and enhances iManage Work specifically for legal department contract management. Built by legal technology experts with decades of industry experience, this is the first and only application to extend iManage with operational metadata and business workflows specifically for Legal's role in Contract Lifecycle Management.

Starting with intelligent work capture and tracking all work through execution, the solution provides real-time visibility into contract status and next steps, and identifies any blockers or missed steps, leading to on-time and consistent delivery of highest priority work. This solution taps into the power of iManage AI for key tasks like contract summaries, comparisons, and extraction of obligations to enable reminders and automated renewals / alerts.

The iManage | Co-Flo CLM for Legal solution enables legal departments to manage contract processes inside the industry leading document management system they already use while gaining operational visibility and control of the work as it happens. Co-Flo enables Legal to function as a failsafe when contracts move into execution, providing oversight and protection without pulling ownership away from the business. Critical milestones such as renewals, notice periods, expiries and compliance obligations are tracked centrally, regardless of staff and organizational changes in the interim.

With the iManage | Co-Flo CLM for Legal solution, Legal becomes the enabler and guardian of the contract lifecycle, without becoming the bottleneck.

Streaming Legal Work in the Contract Lifecycle

The iManage | Co-Flo CLM for Legal solution addresses the needs of legal professionals at every step of the contract lifecycle.

Smart work intake and assignment:

Smart forms automate the request and assignment of work, so all work can have the responsible, accountable, consulted or informed (RACI) staff assigned. Attorneys can accept or reject assignments and all work – contracts or not – can be managed through this single unified intake.

Templated, contract types, each with its own task and stage model:

Each contract type can have its own specific iManage workspace template, stage and task list, metadata and security. Ensure consistent and complete work delivery across distributed teams and get real-time visibility into complete matter status.

Personal dashboards keep all staff aligned on key priorities

Contract Details	Status	Stage	Contract Number	End Date	Preview	Action
Contract / Non-Disclosure Agreement (3167) Contract	Waiting for Signatures (1 of 1 Signed)	Execution	C1890	19 Feb 2027		
Contract / Non-Disclosure Agreement (3162) Contract	Ready for Signing	Execution	C1887	18 Feb 2027		
Contract / Standard Services Agreement (31... Contract	Requested by Unspecified User on Unspecified Request		C1880	10 Feb 2026		
Agreement Lease Agreement Afrihost C... Agreement	Drafting 25 Day(s) Ago	Authoring	C1845	02 Feb 2029		
-Volkswagen NDA (3108) Contract	Reviewing	Review & Approval	C1846	21 Jan 2029		
Contract / Non-Disclosure Agreement (3019) Contract	Requested by Unspecified User on Unspecified Request		C1795	23 Jun 2028		
Contract / Non-Disclosure Agreement (3065) Contract	Requested by Unspecified User on Unspecified Request		C1794	01 Dec 2026		
Contract / Non-Disclosure Agreement (3064) Contract	Requested by Unspecified User on Unspecified Request		C1793	01 Dec 2026		
Contract / Non-Disclosure Agreement (2945) Contract	Waiting for Signatures (0 of 1 Signed)	Execution	C1758	13 Apr 2027		
Contract / Non-Disclosure Agreement (3021) Contract	Requested by Unspecified User on Unspecified Request		C1757	29 Jun 2028		
Contract / Standard Services Agreement (30... Contract	In Effect Fixed Term (Expires 26 Jun 2025)	Signed	C1755	26 Jun 2025		

Auto-generate first draft or customized final:

Smart form data collection auto-generates simple agreements enabling self-service of common, basic legal requests.

Drafting and revisions:

Use iManage AI to tap into best practice libraries and previous work product across offices to generate first drafts. Collaborate with colleagues or external counsel while maintaining full control over your key documents, emails, and Teams conversations in unified workspaces.

Integrated workflows streamline common processes:

Native routing and approval workflows ensure that all stakeholders are informed and responses are not delayed. Full e-signature integration accelerates closings and ensures proper filing of the signed agreements.

Improve team productivity and on-time delivery:

All work is tracked against stages and tasks so that real time status is always known to all. Dashboards identify bottlenecks and overdue or missed steps to avoid problems later.

Personal dashboards show each person's work prioritized, so all staff stay aligned with departmental priorities. Included operations dashboards answer the key questions including:

- How many contracts of each type are incoming?
- Who is currently doing the work?
- What is the status and stage of each contract?
- Is any work blocked or overlooked?

Improve processes to save time and justify resources:

Use data to change processes, or test improvements and measure the results. Use data to justify projects, initiatives and additional staff.

Identify, curate and enrich final work product for effective re-use as knowledge:

Users nominate or automatically capture all signed agreements of specific types and curate through AI metadata extraction and curation workflows, resulting in sanitized material for search and re-use in knowledge library.

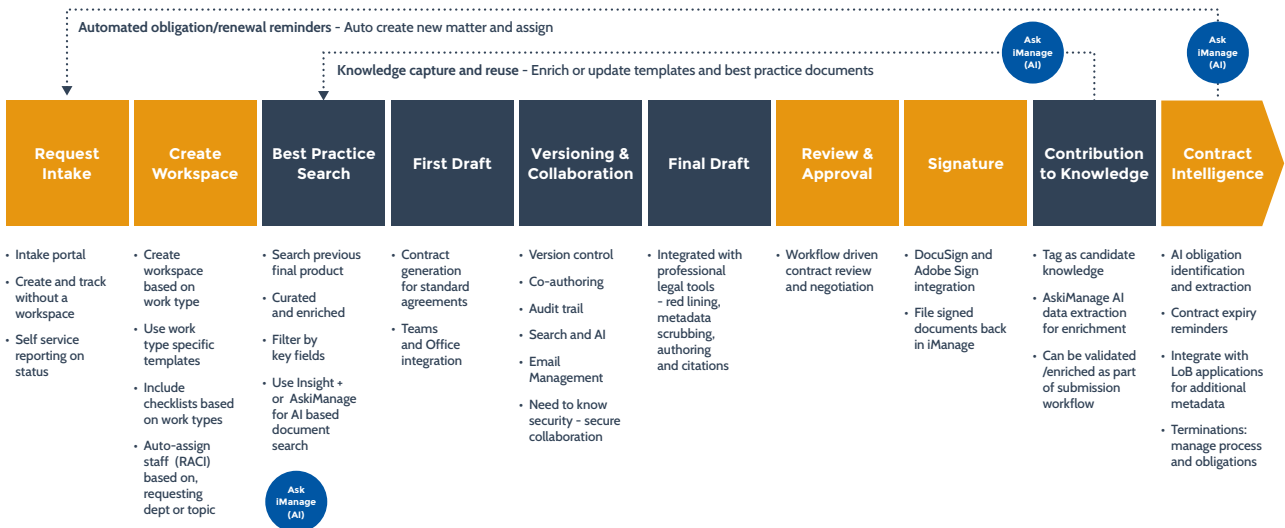
Extract obligations and ensure time-based contract compliance:

Use iManage AI to extract obligations and dates from signed contracts. Standard or custom reporting on contracts, from basic metadata fields to advanced risk reporting. Obligation and compliance tracking.

Contract update/renewal workflows:

Automate the initiation of contract renewals or reviews. Identify and close revenue leaks.

Designed by Legal Tech Leaders to Meet the Needs of Legal



Part of a Suite of Work Operations Management Solutions from iManage and Co-Flo

The iManage | Co-Flo CLM for Legal solution is one of a suite of departmental solutions for the Assurance functions of the enterprise, including:

The iManage | Co-Flo Solution for Risk:

Manage enterprise risk with operations and risk-specific dashboards, intelligent work intake automation, obligation and key date management, document management and collaboration.

The iManage | Co-Flo Solution for Compliance:

Create a continuous compliance environment with operations and compliance specific dashboards, intelligent work intake automation, obligation and key date management, document management and collaboration.

The iManage | Co-Flo Solution for HR:

Manage all HR initiatives, such as recruitment, onboarding, performance management, training and policy development centrally with Co-Flo and iManage. Ensure transparency into HR operations through dashboarding and reports.

The iManage | Co-Flo Solution for Legal:

Extend iManage with operational metrics and process automation that streamline legal operations and provide new insights to improve service delivery.

With iManage | Co-Flo Solutions, you can collaborate in the same project workspaces with Compliance, Risk and HR – all in one unified system. Using iManage Security Policy Manager each group and individual sees only what they are permitted by policy. You get secure collaboration with enforced “need to know” security, all seamlessly integrated, making effective and secure, cross departmental collaboration a practical reality.

All Co-Flo solutions are fully integrated into (and require) iManage Work, the industry leading work management platform, trusted by 80% of the world's leading law firms and over 1400 leading Legal and Compliance departments. Co-Flo's seamless integration into the iManage platform enables a single view into all work, contributing to faster user onboarding and greater user adoption.



Take the next step

See all that iManage | Co-Flo Solutions can do for your organization:

About iManage

Dedicated to Making Knowledge Work™, iManage cloud-native platform enables organizations to work more productively, collaboratively and securely. Employing award-winning AI-enabled technology, an extensive partner ecosystem and a customer-centric approach, iManage provides support and guidance you can trust to help you leverage knowledge to drive better business outcomes.

Visit www.imanage.com to learn more.

About Co-Flo

Co-Flo is a strategic iManage partner, delivering its cloud-native operations management suite for corporate service teams. Built by technology and operations experts, Co-Flo extends iManage into a multi-departmental solution, optimizing service delivery and team productivity across Legal, Compliance, Risk and HR departments. Co-Flo ensures visibility and control over work-in-progress to improve timeliness, consistency and quality of knowledge work.

Visit www.co-flo.com to learn more.