

CLM Tier Fit Assessment



STRATEGIC SOURCING INTELLIGENCE • JANUARY 2026

Utilise this Rapid Decision Aid to audit internal requirements against modern CLM capabilities. This assessment distinguishes between lightweight repositories, collaborative mid-market platforms, and agentic enterprise ecosystems.

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• VOLUME & SCALE

Does the firm process >2,000 contracts annually, or possess a legacy archive requiring bulk AI extraction?

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• INTELLIGENCE

Is there a critical requirement for 'Agentic AI' to autonomously negotiate low-risk clauses (e.g., NDAs) without human intervention?

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• INTEGRATION

Does the workflow require deep, two-way synchronisation with ERPs (e.g., SAP, Oracle) to trigger payments upon obligation fulfilment?

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• ADOPTION

Is the primary goal to empower non-legal teams (Sales/Procurement) with 'zero-training' self-serve generation?

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• SECURITY & COMPLIANCE

Is strict data residency (e.g., specific EU/APAC hosting) and granular field-level permissioning required for compliance?

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• RISK MONITORING

Does the system need to actively monitor third-party risk (ESG scores, insolvency alerts) in real-time post-signature?

