



# IACCM Corporate Membership

*Helping You Maximize Commercial Value*

## IACCM enables its corporate members, both public and private sector, to achieve world class standards in their contracting and relationship management process and skills.

*With members representing more than 13,000 organizations across 160 countries, IACCM is leading the way in responding to the demands of global networked markets.*

*Through our worldwide presence and networked technologies, IACCM members gain access to the thought leadership and practical tools essential for the development of commercial competence.*

*We provide insight to the leading edge contracting and commercial skills, policies, procedures and methods that are fundamental to managing enterprise and individual risks.*

*This insight equips professionals and their leaders to implement best practice governance of contractual commitments and trading relationships.*

### Corporate benefits



### Individual benefits





### Fit for purpose process

*IACCM Corporate Members benefit from a unique capability maturity assessment and benchmark*

The purpose is simple: to provide you with a benchmarked assessment that supports an agreed improvement plan. Starting from business goals, what are the most glaring areas where the current contracting process could be enhanced? Our online assessment tool gives insight to process (not function) and engages stakeholders across the business to ensure objective and actionable output.



### Fit for purpose contracts and relationships

*IACCM Corporate Members benefit from unique research and analysis, including opportunities for custom surveys and contract design assessments, plus the Journal of Strategic Contracting & Negotiation*

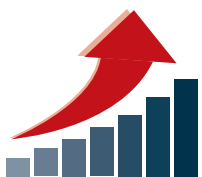
Be the first to know about emerging trends. Gain insight to the practices that raise contract and commercial value – or those that contribute to value erosion. It should be no surprise that over 80% of the organizations 'most admired' for their contract and negotiation capabilities are IACCM Corporate Members. They access, commission and deploy the knowledge that comes uniquely from IACCM.



### Fit for purpose personnel

*IACCM Corporate Members gain access to extensive materials and professional development tools and webinars; at extra charge, they can undertake team skills assessments and benchmarks - and benefit from world-class training and certification programs*

IACCM sets the pace when it comes to contract and commercial training and certification. As the global lead body, we ensure dynamic content in our library, our weekly webinars and our extensive member meetings. To ensure competitive competence, most Corporate Members select IACCM online skills assessment and training programs to raise skills for both practitioners and others with 'a need to know'. Low cost, effective and with a demonstrable return on investment.



### Fit for purpose performance measures

*IACCM Corporate Members benefit from unique benchmarks of contract and commercial management efficiency and effectiveness - cycle-times, headcount, roles and responsibilities*

Drawing on our access to more than 13,000 organizations, cross-industry and worldwide, there is no comparable source of reliable benchmarking insight. With top management increasingly pushing for enhanced performance, but investment depending on the possession of facts, it is no wonder that leading companies and public sector agencies turn to IACCM as their source of information, especially when much of that data is included as part of their low-cost corporate membership.



### Fit for purpose tools

*IACCM Corporate Members gain access to thought-leadership and insights to emerging 'best practice' in the selection, use and deployment of tools and systems*

With technology transforming what we do and how we do it, IACCM Corporate Members understand the need to stay at the forefront of developments. Big data, analytics and artificial intelligence – these are fields that will drive fundamental change in the value we deliver. IACCM keeps you informed through advisory services, regular webinars and product updates, member meetings and conferences.



## Why join IACCM?

*Even though the financial investment is small, you naturally want to know what you will gain from your membership. IACCM addresses a range of contract and commercial priorities*

**Benchmark your contracting process:** compare your performance and identify the investment case for streamlining your process and function

**Assess the skills of your people:** identify gaps relative to your key competitors or trading partners and close the gap with IACCM training and development offerings

**Understand emerging contract models:** gain insight to key market trends and innovations in commercial offerings and contract terms and structures

**Boost your credibility through knowledge and contacts:** benefit from unique research programs and access to worldwide peers and experts that make you and your team the undisputed authority for contract and commercial trends

**Raise functional performance and status:** invest in high impact professional development and certification programs for your staff – boost confidence, contribution and retention



## Membership options

*IACCM exists to service the needs of its members, providing leadership and support in the areas that matter most to you.*

*We offer flexible approaches that adapt to your priorities*



### Standard Corporate Membership

US\$ 4,000 / year

> It entitles you to designate up to 50 members of staff as individual members.

**or alternatively**



### Benefit from an annual Corporate Membership at no additional charge

if you buy IACCM services for at least US \$ 20,000 / year

> It entitles you to designate up to 15 members of staff as individual members.

**Contact us at [info@iaccm.com](mailto:info@iaccm.com) to discuss options and the package that will best suit you.**