

Third Party Contract Management



Third Party Contract Management Consulting Services

Introduction

As organisations evolve, expand, and diversify, the demand for specialised external services increases. This naturally leads to the procurement of numerous third-party suppliers, each providing specific services under different commercial terms, contract structures, and performance expectations.

Over time, this landscape becomes complex, fragmented, and increasingly costly. Third-party contracts (TPCs), even for identical services, often vary in pricing, scope, service levels, and terms, especially where different business units procure services independently.

At a certain point in an organisation's maturity, central oversight, governance, and strategic control of the TPC landscape becomes essential. Without this, organisations face escalating risk, uncontrolled spend, duplications, inconsistent service outcomes, and a lack of strategic alignment with broader organisational objectives.

Bentley Moore Executive provides comprehensive Third Party Contract Management (TPC) Consulting Services to bring order, clarity, governance, and value across the entire supplier ecosystem.

The Challenge

As organisations deliver services, run operations, initiate transformation, and adapt to market demands, they inevitably procure third-party services to fill capability gaps or accelerate delivery. Over time, the accumulation of these contracts produces a range of challenges:

1. Proliferation of Third-Party Contracts

A complex TPC portfolio emerges due to:

- Decentralised procurement
- Inconsistent commercial controls
- Varying terms and renewal cycles
- Multiple suppliers providing identical or overlapping services

This results in fragmentation, duplication, and unnecessary cost.

2. Lack of Central Governance and Visibility

Most organisations lack:

- A single system of record for contracts
- Clear ownership of contract management
- A cross-organisation governance model
- Visibility of spend, performance, and renewal timelines

Without central oversight, no one truly understands:

- What contracts exist
- Which services are in scope
- How much is being spent
- When contracts expire
- What risks exist

- Where duplication or waste is occurring

3. Financial and Operational Exposure

Key organisational risks include:

- Uncontrolled cost escalation
- Vendor lock-in
- Auto-renewals without scrutiny
- Misaligned pricing for identical services
- Hidden cost structures and value leakage
- No consideration of enterprise-level economies of scale

4. Contractual and Commercial Inconsistencies

Across the portfolio, contracts often suffer from:

- Different service level requirements
- Different liability or indemnity profiles
- Inconsistent IP ownership
- Divergent security clauses
- Non-standard termination rights

This inconsistency raises legal, commercial, and operational risk.

5. Fragmented Supplier Management

Where suppliers are managed in silos:

- Service delivery becomes inconsistent
- Relationship management lacks coherence
- Performance varies across business units
- Issues and service escalations become uncoordinated

6. Lack of Strategic Alignment

TPCs often do not align with:

- Organisational strategy
- Technology strategy
- Operating model changes
- Cost reduction targets
- Transformation programmes
- Security and data governance requirements

7. No Enterprise-Level Contract Roadmap

The absence of a TPC roadmap leads to:

- Poor renewal preparation
- Reactive procurement cycles
- Inability to leverage negotiation windows
- Limited time to conduct competitive tendering
- Lack of forward planning for supplier exit or onboarding

What an Effective TPC Management Approach Requires

To regain control, reduce cost, and mitigate risk, organisations require:

- Legacy TPC capture and rationalisation

- Centralised contract and supplier data
- Full landscape visibility
- A cross-organisation governance framework
- Strategic vendor segmentation (critical, high, medium, low)
- Formalised exit and renewal strategies
- Holistic supplier and contract performance management
- A multi-year TPC roadmap
- Risk management & dependency mapping
- Commercial alignment with organisational strategy

Bentley Moore Executive provides the expertise to deliver all the above, either as advisory or full delivery.

Our TPC Services Approach

Our structured approach provides organisations with the visibility, control, strategic alignment, and efficiencies necessary to manage and optimise their third-party landscape.

1. Legacy TPC Management and Discovery

We undertake a detailed discovery and analysis exercise to create a single, accurate, centralised view:

- Aggregate all TPC data (contracts, service descriptions, suppliers, costs, renewal dates)
- Identify and classify all suppliers by category, service type, criticality, and dependency
- Conduct financial aggregation and cost profiling
- Produce a multi-year TPC roadmap (contract starts, ends, renewals, breakpoints)
- Identify duplication of services, suppliers, and overlapping spend
- Identify unmanaged or “shadow IT” services
- Assess contract completeness and identify missing documentation

2. Governance Framework and Controls

We design and implement a robust cross-organisation governance model:

- Enterprise-level TPC governance framework
- Standardised contract templates and T&Cs
- Standardised security, data, commercial, and service requirements
- TPC steering group with defined roles and responsibilities
- Aggregated supplier segmentation and oversight
- Single BAU TPC review and approval process
- Performance and service-level monitoring dashboards
- Enterprise procurement alignment

3. Commercial and Financial Optimisation

We help organisations realise value and reduce cost through:

- Enterprise pricing negotiation
- Identification of economies of scale
- Removing duplicate contracts and consolidating suppliers

- Unifying commercial terms and pricing structures
- Benchmarking and price comparison
- Identifying non-performing or high-cost vendors
- Savings analysis for short, medium, and long-term optimisation
- Building a multi-year commercial strategy aligned with business goals

4. Supplier Relationship & Performance Management

Our services include:

- Supplier KPIs and SLA definition and standardisation
- Supplier performance dashboards and governance cadence
- Cross-supplier dependency tracking
- Vendor escalation and issue resolution
- Supplier categorisation by criticality and business impact

5. Contract Lifecycle Management

We provide support or full ownership of CLM processes:

- New contract creation
- Contract drafting and review
- Amendments, variations, and renewals
- Contract repository (single source of truth)
- Critical date management
- Risk, compliance, and audit alignment

6. Exit Strategy and Transition Planning

Where contracts approach end-of-life or termination is desirable:

Exit Strategy Definition

- Data retention and handover
- Knowledge transfer and documentation capture
- Confidentiality and IP considerations
- TUPE considerations (where applicable)
- Mapping of roles, responsibilities, assets, and processes

Replacement/New Vendor Onboarding

- Sourcing and evaluation
- Procurement and selection support
- Onboarding planning
- Transition delivery (in/out)
- BAU integration

Asset and Data Disposal

- Hardware and equipment disposal
- Secure data deletion and attestation
- Removal of supplier access

7. Risk, Compliance & Dependency Management

We perform:

- TPC risk assessments

- Cross-organisational dependency mapping
- Data governance and GDPR compliance checks
- Contractual and financial risk identification
- Operational and business continuity risk assessment
- Security and access control remediation

Our TPC Management Consulting Services

We provide advisory, delivery, and managed-service capabilities across:

- Third Party Contract Landscape Discovery
- Contract Rationalisation
- Contract Repository and Data Management
- Commercial and Cost Optimisation
- Governance and Control Frameworks
- Supplier Performance and Relationship Management
- Contract Lifecycle Management
- Vendor Exit and Transition
- Procurement and Strategic Sourcing Support
- Risk Management and Dependency Analysis
- Multi-Year Contract Roadmapping
- Operating Model Alignment for Vendor & Contract Management

Bentley Moore Executive can provide a single consultant, a specialist team, or a fully managed TPC Transformation service.

About Bentley Moore Executive

We are Bentley Moore Executive, a London-based consultancy providing specialist Third Party Contract Management and enterprise-level vendor governance expertise.

Our consultants combine analytical precision, commercial acumen, and deep delivery experience across public sector, financial services, technology, and enterprise environments.

We help organisations gain control of their supplier landscape, reduce cost, minimise risk, and implement governance structures that support sustainable, long-term operational excellence.

Contact Us

To discuss your Third-Party Contract Management requirements, or explore how Bentley Moore Executive can support your organisation:

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