

# Pre contract management was central to getting the deal done by a deadline

*“Got this one over the line”* Head of procurement

## Challenge

JLT required a new master services agreement (“MSA”) to be agreed as priority with it’s financial services client in order to meet regulation requirement. Our [contract management services](#) provided support to conclude the outsourcing MSA.

## Contract management services

The pre-contract services to JLT included :

- To lead negotiations and workshops;
- Review, comment on dozen schedules & MSA:
- To engage expert with staff transfers (TUPE);
- Prepare internal business case.

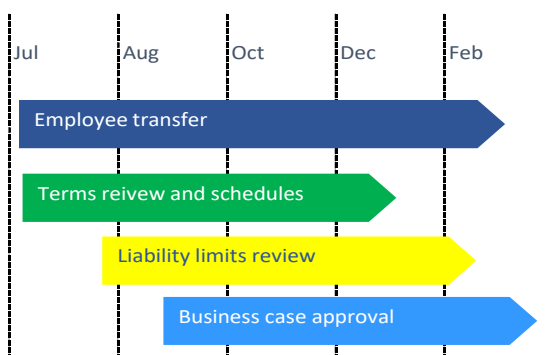


Figure 1: Time line - outsourcing agreement

## Want to know more

On this topic then you may find the [Certainty blogs](#) [here](#) useful.

## Benefits

- A single point of contact for the contract;
- Manage JLT and their client relationship;
- Align to what JLT can deliver;
- Reduce external legal costs;
- Work with different stakeholders;

## Result

- Reduced millions of pounds in liability limits;
- Made mutual rights for termination;
- With DPO negotiated data processing activities
- Mapped offshore suppliers;
- Policies inline with current JLT policies;
- TUPE schedule agreed with external support;
- Include a pre-condition of a court decision;
- Limited service credits to 20% overall;
- Revised insurance levels required.

## About Certainty Solution

At Certainty Solution we provide support to businesses and with GDPR, ISO27001 compliance and contract management services. To find out more at our web site <https://www.certaintysolution.com> You can also email us at [info@certaintysolution.com](mailto:info@certaintysolution.com)