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DO YOU THINK MIGRATING YOUR CONTRACTS IS A SIMPLE DRAG-AND-DROP JOB? THINK AGAIN.

Behind every successful CLM implementation lies a hidden engine: clean, structured, and validated contract data.

In our **"Migration Mythbusters"** guide, we're busting common myths that derail digital transformation from misconceptions about metadata to blind reliance on software vendors. It's time to separate fact from fiction.

⮞ MYTH: It's just a migration. Let's drag and drop the old contracts in and move on.

REALITY: You'll just end up moving clutter from one system to another. Copy-pasting gives you documents — not data.

- Structured, searchable metadata
- Standardized clauses
- Contract visibility across the board
- Ready reference of contract family structure to help navigate to the flow and stage of contract

📉 Without it? Expect missed renewals, hidden risks, and a very expensive CLM shelfware problem.

⮞ MYTH: Dates are dates. Parties are parties. Metadata is metadata.

REALITY: Not all metadata is created equal

- Effective Date" can appear in more than 9+ ways
- Party name variations within the same vendor family on account of mergers, acquisitions, affiliate assignments, rebranding, etc.
- "Termination for Convenience" or "Maintenance charges" buried in an appendix, untagged
- Contract value, amounts, fees crucial to capture with utmost accuracy as missing to capture even a single 'zero' or a slight difference in decimal will change the entire value of contract.

🧩 Poorly extracted or inconsistent metadata leads to flawed analytics, contract misinterpretation, and decision-making based on guesswork.

💡High-quality extraction = high-quality insights.

⏵ MYTH: The software vendor will manage everything — data included.

REALITY: Most CLM vendors focus on platform implementation, not deep contract data extraction

- Extract clauses from scanned PDFs
- Normalize legacy language
- Validate inconsistencies across contract types
- Setting in accurate and consistent field types to each extracted value

💼 Without a specialized migration partner, you're flying blind into your shiny new system. Bring your data experts to the table or risk turning your CLM into a contract archive.

⏵ MYTH: If it's digitized, it's good to go

REALITY: Scanned PDFs may be digital, but they're far from useful

- Your team can't search precisely
- A PDF document will not recognize the text in scanned documents or digital images.
- Optical Character Recognition (OCR) conversion of the documents allows recognition of text in scanned documents and images.
- Critical terms are lost in visual noise
- Risk and compliance insights are hidden
- Multiple contract types (like MSA, SOW, Amendments) often appear in a single scan and need to be separated to extract meaningful data.

💡 Digitization ≠ Data Structuring.

You don't just need documents. You need clean, extracted, normalized, structured contract intelligence.

➤ MYTH: Just push the contracts in now. We'll fix things post-implementation.

REALITY: That "later" rarely comes and when it does, it costs more, creates rework, and delays adoption.

- Stakeholders lose trust in the system
- Reporting is inaccurate from Day 1
- Legal and ops teams revert to spreadsheets
- Critical clause inconsistencies and drafting loopholes go unnoticed, instead of being addressed upfront through standardization and validation

🔄 Do it right the first time: extract, normalize, validate before go-live.

📈 The success of your CLM doesn't start with software. It starts with clean contract data.

Clean data isn't a 'nice-to-have' — it's the foundation of your CLM's success.

Each myth we've busted shows that contract migration isn't just technical; *it's strategic*. Ignoring the nuance of metadata, clause complexity, or scanned document noise leads to risks, delays, and adoption failures. Do it right the first time with specialized extraction, validation, and standardization and your CLM becomes a powerhouse, not just a digital filing cabinet.

📞 Ready to tackle your migration the right way? Contact us

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