



# AI agents and the future of contract lifecycle management

Contract lifecycle management (CLM) platforms have significantly improved contract visibility, workflow management, and process standardization over the past two decades. Yet despite continued investment in repositories, workflow automation, and point AI capabilities, contracting remains highly manual, fragmented, and dependent on human coordination. Delayed approvals, inconsistent data, reactive risk management, and missed obligations continue to limit operational efficiency and business value.

Agentic AI introduces a new operating model for contracting. Unlike traditional automation tools that rely on human initiation, agentic systems can reason, plan, and act within defined guardrails, coordinating work across CLM, CRM, sourcing, ERP, and adjacent enterprise platforms while escalating only the decisions that require human judgment. This shift moves contracting beyond document management toward a continuously managed, intelligence-driven capability.



Successfully deploying agentic AI requires more than implementing new technology. Leading organizations are following a three-phase approach that begins with aligning impacted business units, clarifying ownership, and preparing contract data and repositories for intelligent use. Once a stable foundation is established, agents can be integrated into daily contracting workflows in phase 2 to automate drafting, review coordination, obligation tracking, and compliance monitoring while organizations build governance, oversight, and trust in AI-assisted execution. The final phase enables full orchestration across enterprise systems, with agents proactively initiating tasks, monitoring risks in real time, routing approvals intelligently, and supporting renewal and negotiation workflows with minimal manual intervention.

Organizations adopting this model are already seeing measurable benefits across their contracting processes, including faster cycle times, improved compliance visibility, reduced operational burden, and greater consistency in risk management. As adoption accelerates, leading organizations are embedding agentic AI into their contracting operating models to improve agility, support business growth, and enable teams to focus on higher-value strategic work. Read more about how agentic AI is rapidly transforming the contracting space in our full white paper.



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