

# **Contract Management Market - Global Industry Size, Share, Trends, Opportunity, and Forecast, Segmented By Business Function (Legal, Sales, Procurement, Finance), By Deployment Type (On-Premises, Cloud), By Region & Competition, 2021-2031F**

<https://marketpublishers.com/r/C7CE9EABB47DEN.html>

Date: January 2026

Pages: 185

Price: US\$ 4,500.00 (Single User License)

ID: C7CE9EABB47DEN

## **Abstracts**

The Global Contract Management Market is projected to expand from USD 2.27 Billion in 2025 to USD 4.76 Billion by 2031, registering a CAGR of 13.13%. This market encompasses the provision of software and services designed to automate and streamline the full contract lifecycle, spanning initiation, creation, negotiation, execution, and renewal. Growth is largely fueled by the urgent need for enterprises to improve operational efficiency and manage compliance risks within increasingly complex regulatory environments, driving demand for digital solutions that centralize agreements and lower administrative burdens. According to the Corporate Legal Operations Consortium, 63 percent of legal departments identified workload and resource bandwidth as their primary operational challenge in 2025, highlighting the critical necessity for automated tools to manage growing legal volumes without proportional staffing increases.

Despite these evident benefits, the difficulty of integrating modern solutions with existing legacy systems poses a significant hurdle to market expansion. Organizations often encounter technical obstacles when attempting to synchronize contract data across different platforms, resulting in data silos and user hesitation. This complexity can lead to extended implementation timelines and elevated initial costs, frequently discouraging potential adopters from upgrading their contract processes. Consequently, concerns regarding operational disruption continue to act as a substantial barrier to the widespread adoption of contract management technologies.

## Market Driver

The incorporation of Artificial Intelligence and Machine Learning technologies is fundamentally transforming the Global Contract Management Market by automating intricate analytical tasks and refining decision-making capabilities. Advanced algorithms now facilitate the swift extraction of essential metadata and the detection of non-standard clauses, drastically reducing the manual effort required for contract reviews. This technological shift is rapidly gaining traction as organizations seek to utilize these tools for a competitive edge; according to Ironclad's '2024 State of AI in Legal Report' from June 2024, 74 percent of legal professionals employ AI tools for legal work, reflecting a massive movement toward intelligent automation.

Concurrently, the rising demand for automated regulatory compliance and risk mitigation is driving enterprises to invest in robust management systems capable of navigating an increasingly volatile legal landscape. As global regulations become stricter, the costs of non-compliance and the risks of contractual failure make manual oversight unsustainable, prompting organizations to prioritize solutions that offer real-time visibility into obligations. According to World Commerce & Contracting's 'The Purpose of Contracts' report from November 2024, only 39 percent of professionals believe their contracts meet intended goals, revealing a critical gap in risk management, while a July 2024 Thomson Reuters report indicates that 77 percent of legal professionals view document review as a top application for AI to streamline operations.

## Market Challenge

Integrating modern contract management software with existing legacy systems serves as a formidable barrier to market growth. Organizations frequently struggle to synchronize new digital tools with established infrastructure such as ERP and CRM platforms, leading to fragmented data environments where critical agreement information is isolated across disparate applications rather than being accessible through a centralized 'single source of truth.' This technical complexity not only complicates the implementation process but also fuels user resistance, as stakeholders are often reluctant to abandon familiar workflows for a system that appears disjointed or difficult to navigate.

The repercussions of these integration challenges directly hamper the broader adoption of contract management solutions. The fear of operational disruption and the prospect of prolonged, costly implementation projects deter many potential buyers from modernizing their processes. This hesitation is reinforced by the sheer scale of the

existing problem in many enterprises; according to World Commerce & Contracting in 2024, contract data within medium to large organizations was typically fragmented across an average of 24 different systems. This extensive fragmentation underscores the difficulty of achieving seamless integration, thereby slowing market momentum as companies delay investment to avoid the risks associated with complex system overhauls.

## **Market Trends**

The integration of Generative AI for automated drafting and redlining is revolutionizing agreement creation, moving beyond simple template population to intelligent content generation. Unlike traditional tools that rely on static libraries, these systems leverage large language models to draft bespoke language and autonomously suggest redlines, significantly accelerating cycle times. This capability addresses the need for speed in high-volume environments where standard templates are insufficient, and adoption is growing rapidly; according to Everlaw's '2024 Ediscovery Innovation Report' from September 2024, 34 percent of legal professionals are currently using generative AI in their practice, illustrating a swift transition to active deployment.

Simultaneously, there is a shifting focus toward post-signature obligation management and value realization, moving attention from execution to financial performance. Organizations are deploying solutions to monitor deliverables and enforce service level agreements to prevent revenue erosion caused by neglected auto-renewals or inflation. This trend is driven by executive awareness that significant financial value is lost when contracts are treated as static documents rather than active assets; as noted in the Icertis '2025 State of Contracting Report' from November 2024, 90 percent of CEOs and 82 percent of CFOs believe their companies leave money on the table during negotiations, signaling a critical pivot towards tools that ensure negotiated value is captured.

## **Key Market Players**

- %li%SAP SE

- %li%Oracle Corporation

- %li%IBM Corporation

- %li%Microsoft Corporation

%li%DocuSign, Inc.

%li%Icertis, Inc.

%li%Coupa Software Incorporated

%li%Agiloft, Inc.

%li%Zycus Inc.

%li%Conga Corporation

%li%Freshworks Inc.

%li%Trackado AB

## **Report Scope**

In this report, the Global Contract Management Market has been segmented into the following categories, in addition to the industry trends which have also been detailed below:

%li%Contract Management Market, By Business Function

%li%%li%Legal

%li%%li%Sales

%li%%li%Procurement

%li%%li%Finance

%li%Contract Management Market, By Deployment Type

%li%%li%On-Premises

%li%%li%Cloud

Contract Management Market, By Region

North America

United States

Canada

Mexico

Europe

France

United Kingdom

Italy

Germany

Spain

Asia Pacific

China

India

Japan

Australia

South Korea

South America

Brazil

Argentina

%li%%li%%li%Colombia

%li%%li%Middle East & Africa

%li%%li%%li%South Africa

%li%%li%%li%Saudi Arabia

%li%%li%%li%UAE

### **Competitive Landscape**

Company Profiles: Detailed analysis of the major companies present in the Global Contract Management Market.

### **Available Customizations:**

Global Contract Management Market report with the given market data, TechSci Research offers customizations according to a company's specific needs. The following customization options are available for the report:

### **Company Information**

%li%Detailed analysis and profiling of additional market players (up to five).

## Contents

### **1. PRODUCT OVERVIEW**

- 1.1. Market Definition
- 1.2. Scope of the Market
  - 1.2.1. Markets Covered
  - 1.2.2. Years Considered for Study
  - 1.2.3. Key Market Segmentations

### **2. RESEARCH METHODOLOGY**

- 2.1. Objective of the Study
- 2.2. Baseline Methodology
- 2.3. Key Industry Partners
- 2.4. Major Association and Secondary Sources
- 2.5. Forecasting Methodology
- 2.6. Data Triangulation & Validation
- 2.7. Assumptions and Limitations

### **3. EXECUTIVE SUMMARY**

- 3.1. Overview of the Market
- 3.2. Overview of Key Market Segmentations
- 3.3. Overview of Key Market Players
- 3.4. Overview of Key Regions/Countries
- 3.5. Overview of Market Drivers, Challenges, Trends

### **4. VOICE OF CUSTOMER**

### **5. GLOBAL CONTRACT MANAGEMENT MARKET OUTLOOK**

- 5.1. Market Size & Forecast
  - 5.1.1. By Value
- 5.2. Market Share & Forecast
  - 5.2.1. By Business Function (Legal, Sales, Procurement, Finance)
  - 5.2.2. By Deployment Type (On-Premises, Cloud)
  - 5.2.3. By Region
  - 5.2.4. By Company (2025)

### 5.3. Market Map

## 6. NORTH AMERICA CONTRACT MANAGEMENT MARKET OUTLOOK

### 6.1. Market Size & Forecast

#### 6.1.1. By Value

### 6.2. Market Share & Forecast

#### 6.2.1. By Business Function

#### 6.2.2. By Deployment Type

#### 6.2.3. By Country

### 6.3. North America: Country Analysis

#### 6.3.1. United States Contract Management Market Outlook

##### 6.3.1.1. Market Size & Forecast

###### 6.3.1.1.1. By Value

##### 6.3.1.2. Market Share & Forecast

###### 6.3.1.2.1. By Business Function

###### 6.3.1.2.2. By Deployment Type

#### 6.3.2. Canada Contract Management Market Outlook

##### 6.3.2.1. Market Size & Forecast

###### 6.3.2.1.1. By Value

##### 6.3.2.2. Market Share & Forecast

###### 6.3.2.2.1. By Business Function

###### 6.3.2.2.2. By Deployment Type

#### 6.3.3. Mexico Contract Management Market Outlook

##### 6.3.3.1. Market Size & Forecast

###### 6.3.3.1.1. By Value

##### 6.3.3.2. Market Share & Forecast

###### 6.3.3.2.1. By Business Function

###### 6.3.3.2.2. By Deployment Type

## 7. EUROPE CONTRACT MANAGEMENT MARKET OUTLOOK

### 7.1. Market Size & Forecast

#### 7.1.1. By Value

### 7.2. Market Share & Forecast

#### 7.2.1. By Business Function

#### 7.2.2. By Deployment Type

#### 7.2.3. By Country

### 7.3. Europe: Country Analysis

### 7.3.1. Germany Contract Management Market Outlook

#### 7.3.1.1. Market Size & Forecast

##### 7.3.1.1.1. By Value

#### 7.3.1.2. Market Share & Forecast

##### 7.3.1.2.1. By Business Function

##### 7.3.1.2.2. By Deployment Type

### 7.3.2. France Contract Management Market Outlook

#### 7.3.2.1. Market Size & Forecast

##### 7.3.2.1.1. By Value

#### 7.3.2.2. Market Share & Forecast

##### 7.3.2.2.1. By Business Function

##### 7.3.2.2.2. By Deployment Type

### 7.3.3. United Kingdom Contract Management Market Outlook

#### 7.3.3.1. Market Size & Forecast

##### 7.3.3.1.1. By Value

#### 7.3.3.2. Market Share & Forecast

##### 7.3.3.2.1. By Business Function

##### 7.3.3.2.2. By Deployment Type

### 7.3.4. Italy Contract Management Market Outlook

#### 7.3.4.1. Market Size & Forecast

##### 7.3.4.1.1. By Value

#### 7.3.4.2. Market Share & Forecast

##### 7.3.4.2.1. By Business Function

##### 7.3.4.2.2. By Deployment Type

### 7.3.5. Spain Contract Management Market Outlook

#### 7.3.5.1. Market Size & Forecast

##### 7.3.5.1.1. By Value

#### 7.3.5.2. Market Share & Forecast

##### 7.3.5.2.1. By Business Function

##### 7.3.5.2.2. By Deployment Type

## 8. ASIA PACIFIC CONTRACT MANAGEMENT MARKET OUTLOOK

### 8.1. Market Size & Forecast

#### 8.1.1. By Value

### 8.2. Market Share & Forecast

#### 8.2.1. By Business Function

#### 8.2.2. By Deployment Type

#### 8.2.3. By Country

- 8.3. Asia Pacific: Country Analysis
  - 8.3.1. China Contract Management Market Outlook
    - 8.3.1.1. Market Size & Forecast
      - 8.3.1.1.1. By Value
    - 8.3.1.2. Market Share & Forecast
      - 8.3.1.2.1. By Business Function
      - 8.3.1.2.2. By Deployment Type
  - 8.3.2. India Contract Management Market Outlook
    - 8.3.2.1. Market Size & Forecast
      - 8.3.2.1.1. By Value
    - 8.3.2.2. Market Share & Forecast
      - 8.3.2.2.1. By Business Function
      - 8.3.2.2.2. By Deployment Type
  - 8.3.3. Japan Contract Management Market Outlook
    - 8.3.3.1. Market Size & Forecast
      - 8.3.3.1.1. By Value
    - 8.3.3.2. Market Share & Forecast
      - 8.3.3.2.1. By Business Function
      - 8.3.3.2.2. By Deployment Type
  - 8.3.4. South Korea Contract Management Market Outlook
    - 8.3.4.1. Market Size & Forecast
      - 8.3.4.1.1. By Value
    - 8.3.4.2. Market Share & Forecast
      - 8.3.4.2.1. By Business Function
      - 8.3.4.2.2. By Deployment Type
  - 8.3.5. Australia Contract Management Market Outlook
    - 8.3.5.1. Market Size & Forecast
      - 8.3.5.1.1. By Value
    - 8.3.5.2. Market Share & Forecast
      - 8.3.5.2.1. By Business Function
      - 8.3.5.2.2. By Deployment Type

## **9. MIDDLE EAST & AFRICA CONTRACT MANAGEMENT MARKET OUTLOOK**

- 9.1. Market Size & Forecast
  - 9.1.1. By Value
- 9.2. Market Share & Forecast
  - 9.2.1. By Business Function
  - 9.2.2. By Deployment Type

- 9.2.3. By Country
- 9.3. Middle East & Africa: Country Analysis
  - 9.3.1. Saudi Arabia Contract Management Market Outlook
    - 9.3.1.1. Market Size & Forecast
      - 9.3.1.1.1. By Value
    - 9.3.1.2. Market Share & Forecast
      - 9.3.1.2.1. By Business Function
      - 9.3.1.2.2. By Deployment Type
  - 9.3.2. UAE Contract Management Market Outlook
    - 9.3.2.1. Market Size & Forecast
      - 9.3.2.1.1. By Value
    - 9.3.2.2. Market Share & Forecast
      - 9.3.2.2.1. By Business Function
      - 9.3.2.2.2. By Deployment Type
  - 9.3.3. South Africa Contract Management Market Outlook
    - 9.3.3.1. Market Size & Forecast
      - 9.3.3.1.1. By Value
    - 9.3.3.2. Market Share & Forecast
      - 9.3.3.2.1. By Business Function
      - 9.3.3.2.2. By Deployment Type

## **10. SOUTH AMERICA CONTRACT MANAGEMENT MARKET OUTLOOK**

- 10.1. Market Size & Forecast
  - 10.1.1. By Value
- 10.2. Market Share & Forecast
  - 10.2.1. By Business Function
  - 10.2.2. By Deployment Type
  - 10.2.3. By Country
- 10.3. South America: Country Analysis
  - 10.3.1. Brazil Contract Management Market Outlook
    - 10.3.1.1. Market Size & Forecast
      - 10.3.1.1.1. By Value
    - 10.3.1.2. Market Share & Forecast
      - 10.3.1.2.1. By Business Function
      - 10.3.1.2.2. By Deployment Type
  - 10.3.2. Colombia Contract Management Market Outlook
    - 10.3.2.1. Market Size & Forecast
      - 10.3.2.1.1. By Value

#### 10.3.2.2. Market Share & Forecast

##### 10.3.2.2.1. By Business Function

##### 10.3.2.2.2. By Deployment Type

#### 10.3.3. Argentina Contract Management Market Outlook

##### 10.3.3.1. Market Size & Forecast

##### 10.3.3.1.1. By Value

##### 10.3.3.2. Market Share & Forecast

##### 10.3.3.2.1. By Business Function

##### 10.3.3.2.2. By Deployment Type

## 11. MARKET DYNAMICS

### 11.1. Drivers

### 11.2. Challenges

## 12. MARKET TRENDS & DEVELOPMENTS

### 12.1. Merger & Acquisition (If Any)

### 12.2. Product Launches (If Any)

### 12.3. Recent Developments

## 13. GLOBAL CONTRACT MANAGEMENT MARKET: SWOT ANALYSIS

## 14. PORTER'S FIVE FORCES ANALYSIS

### 14.1. Competition in the Industry

### 14.2. Potential of New Entrants

### 14.3. Power of Suppliers

### 14.4. Power of Customers

### 14.5. Threat of Substitute Products

## 15. COMPETITIVE LANDSCAPE

### 15.1. SAP SE

#### 15.1.1. Business Overview

#### 15.1.2. Products & Services

#### 15.1.3. Recent Developments

#### 15.1.4. Key Personnel

#### 15.1.5. SWOT Analysis

- 15.2. Oracle Corporation
- 15.3. IBM Corporation
- 15.4. Microsoft Corporation
- 15.5. DocuSign, Inc.
- 15.6. Icertis, Inc.
- 15.7. Coupa Software Incorporated
- 15.8. Agiloft, Inc.
- 15.9. Zycus Inc.
- 15.10. Conga Corporation
- 15.11. Freshworks Inc.
- 15.12. Trackado AB

## **16. STRATEGIC RECOMMENDATIONS**

## **17. ABOUT US & DISCLAIMER**

## I would like to order

Product name: Contract Management Market - Global Industry Size, Share, Trends, Opportunity, and Forecast, Segmented By Business Function (Legal, Sales, Procurement, Finance), By Deployment Type (On-Premises, Cloud), By Region & Competition, 2021-2031F

Product link: <https://marketpublishers.com/r/C7CE9EABB47DEN.html>

Price: US\$ 4,500.00 (Single User License / Electronic Delivery)

If you want to order Corporate License or Hard Copy, please, contact our Customer Service:

[info@marketpublishers.com](mailto:info@marketpublishers.com)

## Payment

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click button on product page <https://marketpublishers.com/r/C7CE9EABB47DEN.html>