



Smart Commitment Management with CLM: Lessons from Lands' End

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Key Challenges

- **Fragmented information** spread across spreadsheets, emails, and shared drives
- **Manual, time-consuming processes** that slow approvals and create bottlenecks
- **Limited visibility** into active contracts, renewals, and upcoming commitments
- **Increased risk exposure** from missed renewals, inconsistent reviews, and knowledge silos
- **Lean teams under pressure** supporting the entire organization with fewer resources
- **Constant change and uncertainty** from tariffs, ERP transitions, and shifting business priorities

These challenges make it clear: managing spend isn't enough—retailers need to manage commitments. #NRF2026





Managing Commitments

Types of Requests

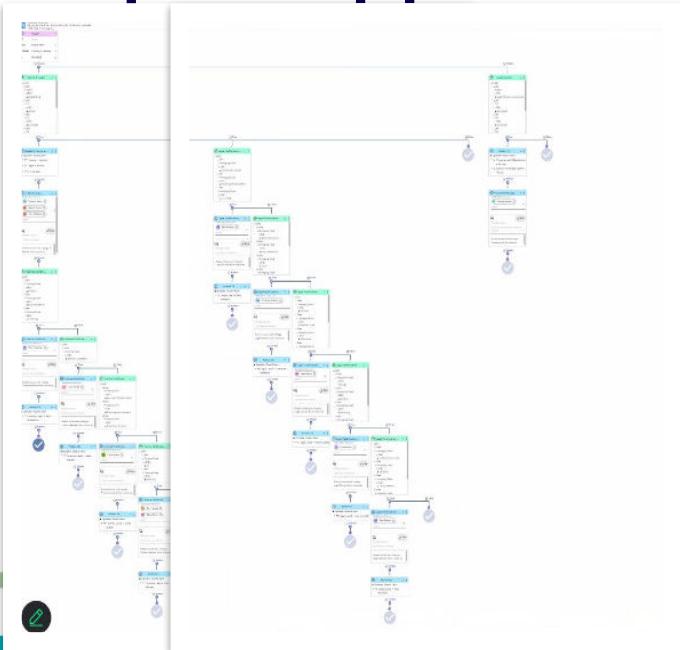
- New Capital Requests
- Contract Renewals
- Travel Requests

Intake Request

- Configured Form
- Captures all relevant information



Complex Approval Notifications

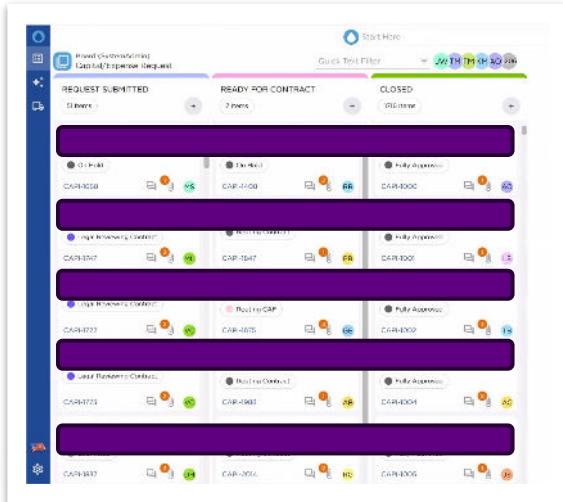


Routed through:

- Procurement
- Finance
- Legal
- IT Security
- Business Stakeholders



Complete Visibility



- Visibility into Status, Tasks, and Dependencies
- Includes documents, communication and internal notes
- Consistent process and Complete audit trail



EXHIBITOR BIG IDEAS



Sensitive data
Don't look 😊

ID	Project Description	Contract	Status	Attachments	CPAR	CPAR
CAP-3669	Test Project	Effective Date	On Hold	Legal Reviewing Co...	10250 GB	24-039
CAP-1747	Test Project	Effective Date	On Hold	Legal Reviewing Co...	166900	
CAP-1772	Test Project	Effective Date	On Hold	Legal Reviewing Co...	166288	
CAP-1773	Test Project	Effective Date	On Hold	Legal Reviewing Co...	166213	
CAP-1987	Test Project	Effective Date	On Hold	Legal Reviewing Co...	166311	24-036
CAP-1987	Test Project	Effective Date	On Hold	Legal Reviewing Co...	15732	
CAP-1921	Test Project	Effective Date	On Hold	Legal Reviewing Co...	166105	
CAP-1933	Test Project	Effective Date	On Hold	Legal Reviewing Co...	166181	24-024

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EXHIBITOR BIG IDEAS

stg.raindrop.com/board/147/view=personal&chat=open&chatType=board_item&id=PL01-635

Start Here

Quick Text Filter

Wk MJ TV N

Great Products

rain

Board item PL01-635: Operations

Wk Ward Karson 07/02/2023 11:23 AM
@Robby Shepard can you please support my needs to purchase this widget? I need it by next Friday.

Wk Ward Karson 02/20/2025 7:49:29 AM
@Neeraj Salvankar thanks for getting this RFP started. I'd hope to have it wrapped up in three weeks from today.

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Backlog

ID	Status	Sourcing Events	Supplier	Commodity	Supplier Contact	Reseller	Lease Location	Sensitive Data	Description	Owner	Assigned Owner	Managing Dept	Sourcing Agent
PL01-625	Not Started		AA ABC Assen						ABC renewal	MJ Mayank Joshi	IT		
PL01-705	Not Started		inForSOO c	Marketing					Booth Setup	MJ Mayank Joshi			
PL01-706	Not Started		Raindrop S	Marketing					booth management	Wk Ward Karson			
PL01-711	Not Started		Raindrop S	Custodial					Document Manager	MJ Mayank Joshi			
PL01-757	Not Started		sapodilla	Contingent					new purchase	BB Bob Butterbeug			
PL01-762	Cancelled			Custodial					Where can I find the				
PL01-765	Cancelled			Marketing					Create and order				
PL01-766	Not Started			Marketing					marketing services				

Baseline Spend: \$38,070,277.39 Forecast Savings: \$81,240.00 Forecast Avoidance: \$76,400.00 Rows: 158 Selected: 1

STG

Assigned

ID	Status	Sourcing Events	Supplier	Commodity	Supplier Contact	Reseller	Lease Location	Sensitive Data	Description	Owner	Assigned Owner	Managing Dept	Sourcing Agent
PL01-591	Negotiations		BB Dell Technic	Hardware					Dell support renewal	NT Nabil Tamir			
PL01-605	Intake		Raindrop S	SaaS	MJ Mayank Joshi				SAAS Services	MJ Mayank Joshi			
PL01-615	Intake	153	Wk Ward Karson	Hardware					Blue hammer	Facilities			
PL01-658	RFx	297	AA ABC Assen	SaaS					SaaS	MJ Mayank Joshi			
PL01-707	Not Started		inForSOO c	Facilities					Lab testing services	DC David Cravens	Engineering		
PL01-726	Intake			SaaS					contract solution for	MJ Mayank Joshi			
PL01-799	Cancelled		Solid dba C	Cont...	Cy				Need funding to do	TV Travis Vascearn			
PL01-800	Not Started	665	Solid dba C	Cont...	ing				Need funding to do	TV Travis Vascearn			

Baseline Spend: \$7,660,278.30 Forecast Savings: \$588,336.00 Forecast Avoidance: \$185,500.00 Rows: 50

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#NRF2026



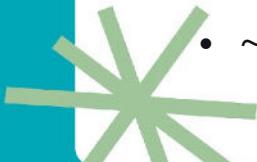
Management at Scale

Annual Processing Requests:

- ~350-450 Travel Requests
- ~500 - 600 Capital & Expense Requests
- ~300-400 Renewal requests

Approximately ~4,500 Contracts

- Largest categories include IT, Software and Professional Services
- Facilities, including distribution centers
- Marketing contracts





Why Raindrop

- **Single source of truth** for contracts, renewals, and financial commitments
- **Faster decisions with built-in governance** across Procurement, Finance, Legal, and IT
- **Reduced risk** through consistent workflows, audit trails, and renewal visibility
- **More capacity for lean teams** by eliminating manual routing and status chasing
- **Better data and insights** to identify bottlenecks, improve cycle times, and negotiate smarter
- **Future-ready foundation** for AI-driven contract analysis and proactive risk management

*More than managing costs—it's
managing commitments with
confidence. #NRF2026*



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VIP Night at Tao Downtown

Sunday, January 11th

6 PM - 9 PM

92 Ninth Avenue at 16th St.
New York, NY 10011
hello@raindrop.com

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Kick off NRF in style with Raindrop!

Join us for an evening to mingle with
peers shaping the future of commitment
management, because when
commitments are clearer, retailers are
stronger.

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Thank you!

Let's connect



Booth 4140

Level 3



[linkedin.com/company/raindropsystemsinc](https://www.linkedin.com/company/raindropsystemsinc)



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