



Smart Commitment Management with CLM: Lessons from Lands' End

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#NRF2026



Key Challenges

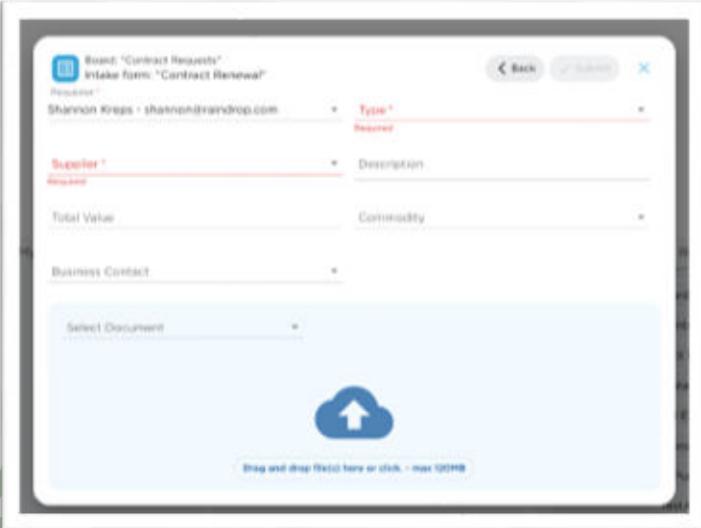
- **Fragmented information** spread across spreadsheets, emails, and shared drives
- **Manual, time-consuming processes** that slow approvals and create bottlenecks
- **Limited visibility** into active contracts, renewals, and upcoming commitments
- **Increased risk exposure** from missed renewals, inconsistent 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

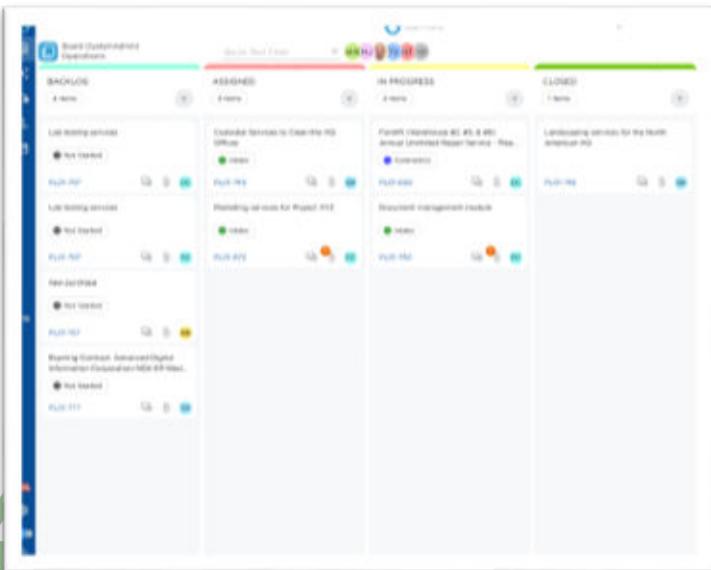


Routed through:

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

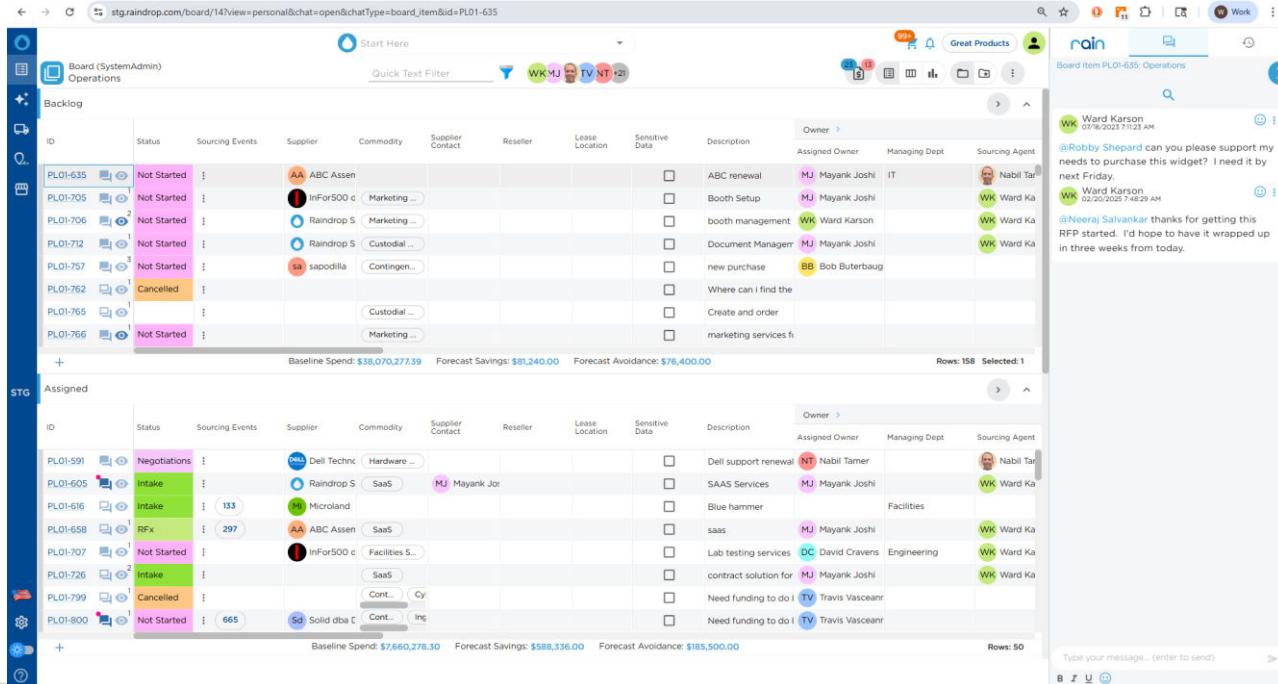


Complete Visibility



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

EXHIBITOR BIG IDEAS



The screenshot displays two boards within the Raindrop software interface:

Operations Board (Top):

ID	Status	Sourcing Events	Supplier	Commodity	Supplier Contact	Reseller	Lease Location	Sensitive Data	Description	Owner	Assigned Owner	Managing Dept	Sourcing Agent
PL01-635	Not Started		AA ABC Assen						ABC renewal	MJ Mayank Joshi	IT	Nabil Tamer	
PL01-705	Not Started		inFor500 c	Marketing					Booth Setup	MJ Mayank Joshi		Ward Ka	
PL01-706	Not Started		Raindrop S	Marketing					booth management	Ward Karson		Ward Ka	
PL01-711	Not Started		Raindrop S	Custodial					Document Manager	MJ Mayank Joshi		Ward Ka	
PL01-757	Not Started		sapodilla	Contingent					new purchase	BB Bob Buterbaugh		Ward Ka	
PL01-762	Cancelled								Where can I find the				
PL01-765	Not Started				Custodial				Create and order				
PL01-766	Not Started				Marketing				marketing services fit				

Assigned Board (Bottom):

ID	Status	Sourcing Events	Supplier	Commodity	Supplier Contact	Reseller	Lease Location	Sensitive Data	Description	Owner	Assigned Owner	Managing Dept	Sourcing Agent
PL01-591	Negotiations		Dell Technic	Hardware					Dell support renewal	NT Nabil Tamer		Nabil Tamer	
PL01-605	Intake		Raindrop S	SaaS	MJ Mayank Joshi				SaaS Services	MJ Mayank Joshi		Ward Ka	
PL01-616	Intake		Microland						Blue hammer		Facilities		
PL01-658	RFx		ABC Assen	SaaS					saaS	MJ Mayank Joshi		Ward Ka	
PL01-707	Not Started		inFor500 c	Facilities					Lab testing services	DC David Cravens	Engineering	Ward Ka	
PL01-726	Intake				SaaS				contract solution for	MJ Mayank Joshi		Ward Ka	
PL01-799	Cancelled				Cont...	Cy			Need funding to do it	TV Travis Vascearn		Ward Ka	
PL01-800	Not Started		Solid dba C	Cont...	Ing				Need funding to do it	TV Travis Vascearn			

Right Panel (Board Item PL01-635: Operations):

Ward Karson 07/16/2023 7:12:23 AM
 @Robby Shepard can you please support my needs to purchase this widget? I need it by next Friday.

Ward Karson 02/20/2025 7:48:29 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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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*

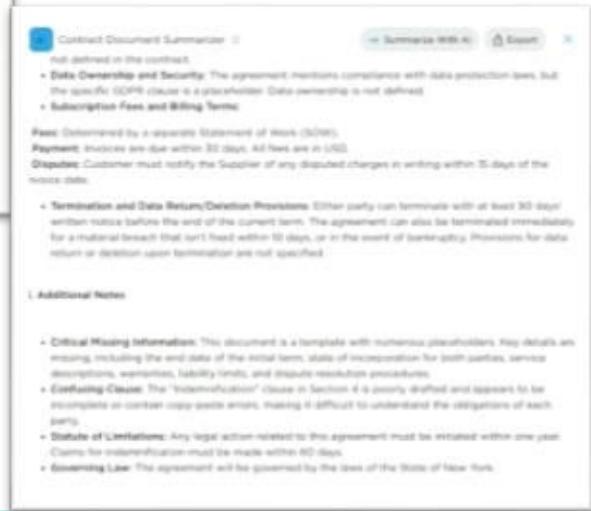
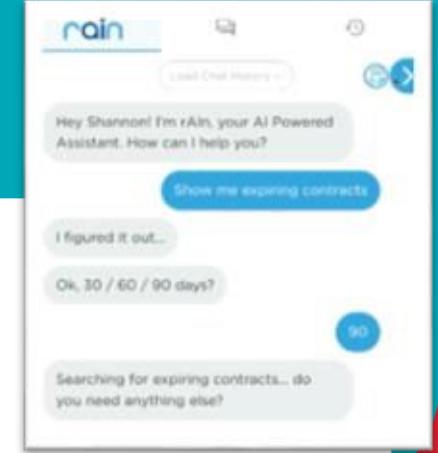
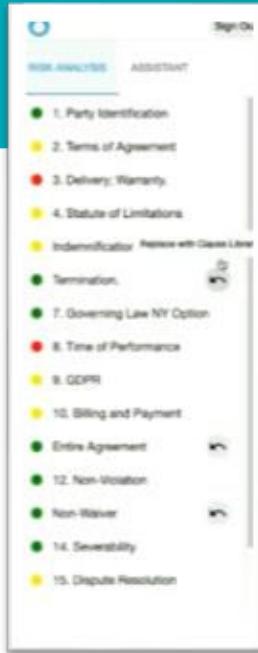


EXHIBITOR BIG IDEAS

What about AI?

Now

- Gen AI Contract Authoring
- Risk Analysis
- Contract Summarization
- One Click NDA



Next

Analyze contract at scale

3rd party risk including Tariff



EXHIBITOR BIG IDEAS



Thank you!

Let's connect



Booth 4140

Level 3



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