



7 Signs Your Procurement and Legal Process Needs Orchestration

Imagine your business operations as an orchestra. Each department—legal, procurement, finance, IT is a critical instrument, and every process is a note in the composition. When everything is in sync, you create harmony with smooth workflows, satisfied stakeholders and reduced costs. But when departments rely on manual processes and work in silos it creates chaos.

Despite having up-to-date tech and software at their disposal, businesses are held back by operational inefficiencies. The endless back-and-forth emails, countless approval layers, legal red-tape to get contracts vetted and signed is ridiculously time consuming! While it is the norm for both legal and procurement departments to work independently, fragmented processes functioning without visibility and coordination end up confusing key stakeholders on what they should be doing when.

This doesn't just affect internal workflows. It leads to missed deadlines, operational inefficiencies, and rising.

costs. If these challenges sound familiar, it's time to consider process orchestration.

This white paper identifies seven signs your business processes are overdue for orchestration and explores why it's a must for smooth operations across legal, procurement, and beyond.

What is Process Orchestration?

Process orchestration is the strategic integration of workflows, tools, and teams to ensure smooth and efficient operations across departments. It connects siloed systems, automates repetitive tasks, and provides real-time visibility into processes to free up a lot more resource capacity.

Think of it as the glue that binds people, processes, and technology together. Instead of each department operating independently, process orchestration aligns them under a single, cohesive framework.

Key features of process orchestration include:

- Automation: Eliminating manual, repetitive tasks.
- Integration: Connecting tools like contract lifecycle management (CLM), procure-to-pay systems, and ERP platforms.
- Visibility: Providing a clear view of workflows, approvals, and outcomes across departments.
- Collaboration: Ensuring teams work together without friction or confusion.

Why is Process Orchestration Important for Legal?

Legal teams often encounter delays due:

- Manual Contract Reviews
- Missed Compliance Deadlines
- Siloed Systems

Process orchestration enables them to automate repetitive tasks, such as contract reviews, and centralize tracking for deadlines and obligations. This ensures smoother collaboration with procurement and finance, reducing risks and improving overall efficiency in the contract lifecycle.

While legal teams benefit from automation and improved collaboration, process orchestration is equally critical for procurement, where efficiency and visibility can drive significant cost savings and operational improvements.

Why Process Orchestration is Critical for Procurement

Procurement teams face unique challenges as they manage spending, negotiate vendor contracts, and drive operational efficiency. Without orchestration, these teams often struggle with:

- Maverick Spend
- Approval Delays
- Limited Visibility

Process orchestration unifies purchase requests through a single intake system, automates multi-stakeholder approvals, and delivers actionable data insights. This empowers procurement to negotiate better contracts, save costs, and reduce delays across operations.

Why Process Orchestration is Critical for Procurement

Procurement teams face unique challenges as they manage spending, negotiate vendor contracts, and drive operational efficiency. Without orchestration, these teams often struggle with:

- **Rogue Spend:** Employees bypass formal purchasing processes, leading to untracked expenses.
- **Approval Delays:** Multi-stakeholder approval processes can stretch for weeks, delaying projects.
- **Limited Visibility:** Fragmented tools make it difficult to track vendor performance or identify cost-saving opportunities.

Process orchestration offers procurement teams a game-changing solution:

- **Centralized Intake:** All purchase requests flow through a single, unified system.

- Automated Approvals: Streamline workflows to avoid delays and reduce reliance on manual processes.
- Actionable Insights: Use analytics to optimize vendor management, identify savings, and prevent maverick spend.

The Procurement-Legal Bottleneck

Procurement and legal departments are the backbone of an organization's financial and operational health. Despite their importance, these teams often operate in isolation with heavily manual and fragmented processes. A major pain point for both these teams is poor contract management which costs companies an average of 9% of their annual revenue. According to Deloitte's Global CPO Survey 2023, 72% of procurement leaders identified cost reduction as a top priority, yet only 30% felt confident in their team's ability to deliver.

In fact, Enate's CEO James Hall, humorously came up with a term for this operational silos and lack of visibility into operations calling it the '*Operational Soup*'.

"**Operational Soup** is a term we use when work is being carried out, but businesses have little idea how much, by whom or exactly how it is processed."

Process orchestration is the way forward which can tear down the wall of silos between procurement, legal, IT and other working environments.

The Case for Orchestration

Procurement and legal orchestration involves automating and synchronizing processes, enabling seamless collaboration between departments. This approach drives efficiency, mitigates risks, and ensures scalability. Organizations leveraging orchestration report:

- 30% faster contract lifecycle times (Forrester Research).
- 20–40% cost savings through streamlined vendor negotiations ([McKinsey & Company](#)).
- Significant improvements in compliance and audit readiness.

The following sections outline the seven signs that your organization could benefit from orchestration.

7 Signs Your Procurement and Legal Process Needs Orchestration

1. Lack of Visibility into Spend, Contracts, and Vendor Performance

Without clear visibility, organizations struggle to manage contracts, track obligations, and evaluate vendor performance effectively. This opacity leads to:

- Overpayment on redundant or unused services.
- Missed opportunities to renegotiate contracts or consolidate vendors.
- Heightened risk of non-compliance.

2. Intake Processes and Approvals take forever

According to [CFO.com](https://www.cfo.com), nearly 32% of finance professionals report that it takes three weeks or longer to approve new purchase requests. This lag due to manual approval processes can frustrate

teams and slow business operations. Process orchestration eliminates these delays by automating approvals and routing them to the right stakeholders in real time.

- Overpayment on redundant or unused services.

Standardizing and automating intake forms and workflows ensures smoother operations and faster decision-making.

3. Redundant or Manual Tasks Consuming Team Bandwidth

Teams often spend countless hours on repetitive low-value tasks such as data entry, invoice matching, and contract updates.

- Companies lose an average of 10–20 hours per week to repetitive tasks, costing thousands in labor annually

- Process orchestration automates these routine tasks with workflows, allowing teams to focus on strategic activities.

4. Poor Collaboration Across Procurement, Legal, Finance, and IT

Siloed workflows often result in teams duplicating work or missing critical steps. This is particularly true for legal and procurement, where misalignment can delay contract negotiations or approvals.

- According to a study by [LinkSquares](#), 60% of procurement professionals cite poor collaboration with legal as their biggest challenge.
- Orchestration platforms provide a unified interface, enabling cross-functional collaboration and shared accountability.

5. Rogue Spending is on the Rise

Employees constantly bypass policies and make purchases outside approved processes

- Organizations without spend visibility lose 5–20% of their total spend to untracked expenses.
- Orchestration platforms provide a unified interface, enabling cross-functional collaboration and shared accountability.

6. Missed Renewal Deadlines and Compliance Risks Are Frequent

When contracts are managed manually or tracked across multiple spreadsheets, important deadlines can easily slip through the cracks.

- 57% of procurement leaders admit to missing renewal deadlines at least once a year (Spend Matters).

- Process orchestration centralizes contract management and automates reminders, mitigating compliance risks and preventing costly lapses.

7. Challenges Scaling Procurement Operations with Business Growth

Legacy systems and manual processes often fail to scale, creating inefficiencies and requiring additional headcount. A [Deloitte](#) research indicates that organizations with process orchestration can scale operations by 30% faster without increasing resource requirements, allowing them to focus on strategic growth initiatives rather than operational firefighting.

- Scalable orchestration solutions provide the flexibility needed to adapt to growth without adding headcount.

How Spendflo Orchestrates Procurement and Legal Processes

Feature	What It Does	Value It Provides
Unified Intake-to-Procure Workflows	Centralizes purchase requests and automates approvals.	Reduces delays and ensures seamless collaboration between procurement and legal teams.
Automated Contract Management	Tracks contracts, renewals, and compliance deadlines in one place.	Prevents missed deadlines and mitigates compliance risks for legal and procurement teams.
Real-Time Spend and Vendor Insights	Provides actionable data on vendor performance and spending patterns.	Enables smarter decisions and aligns priorities for better vendor negotiations.
Customizable Approval Workflows	Allows teams to design workflows tailored to their specific departmental needs.	Enhances cross-functional alignment and reduces operational bottlenecks.

Customer Success Story:

Ripcord achieved over \$100k in savings while saving 120 hours in procurement time. With Spendflo's unified platform and orchestration tools, Ripcord optimized license usage and gained real-time visibility into their software contracts, allowing their finance team to focus on higher-level strategic decisions.

Conclusion

In today's fast-paced business environment, inefficiencies in procurement and legal processes can no longer be ignored. The future of process management is dynamic, connected, and intelligent. With orchestration, every step of the process whether buying, approving, or collaborating becomes easier, faster, and more effective. It's a shift from complexity to clarity.

Organizations that embrace this shift will find themselves better equipped to scale, adapt, and thrive in an increasingly fast-paced business environment. Process orchestration is more than a tool—it's the foundation for a smarter way of working.

Spendflo empowers CFOs and procurement professionals to transform their operations, delivering unparalleled visibility, efficiency, and agility.

Ready to orchestrate your procurement and legal processes? [Discover how Spendflo can help.](#)