

Market Data Contracts Lifecycle



Key Facts & General Info

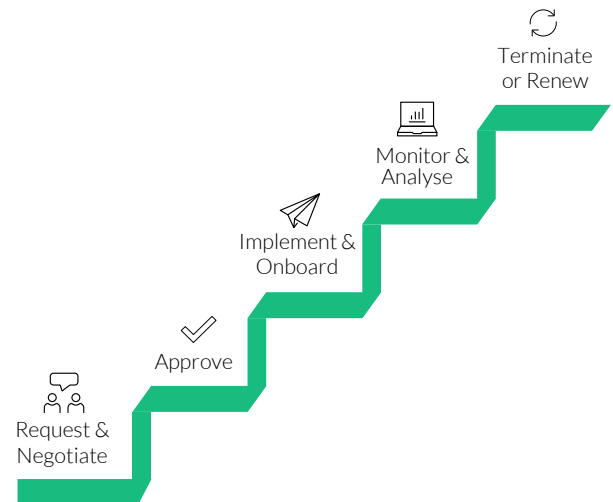
What: Market data Contract Lifecycle Management (CLM) manages contracts from request to renewal – including negotiation, entitlements, and compliance monitoring.

Who: Interaction between legal, procurement, license managers, market data teams, IT, and end-users.

How: Standardized workflows, digital approvals, and central contract repository.

Why: CLM reduces license spend, ensures audit-proof compliance, and prevents unused feeds and contractual risks.

The hidden cost traps: Unnoticed auto-renewals, overlapping licenses, unused feeds, missing documentation, fragmented ownership.



Market Trends

Industry Shift

60% ARE MOVING FROM EXCEL TO MARKET DATA CLM TOOLS, REALIZING 5-12% SAVINGS



Digitalization

86% OF CLM WILL BE CLOUD-BASED BY 2026, ENABLING FASTER AUDITS AND ENTITLEMENT TRACKING



Integration

API-FIRST TOOLS LINK ERP, CRM, AND ENTITLEMENT SYSTEMS



Generative AI

+24% OF CLM VENDORS OFFER AI CAPABILITIES, ENABLING RISK DETECTION, OPTIMIZATION, AND COMPLIANCE



Practical Takeaways

Replace Excel with a central tool for market data & license repository

Automate approvals and renewals to save time, cut costs, stay compliant

Connect market data CLM to ERP, CRM, and entitlement systems

Leverage AI for early detection of non-compliance and hidden license cost drivers

FORRS Insight

Establish a central tool for market data contract & license repository

Define roles & responsibilities for market data contract ownership

Involve business & budget owners early (no blind sign-offs)

Approval & signing require alignment across market data, IT & Legal

Track contract terms, rights, and termination windows rigorously

Tools

- Market Data tools like TRG Optimize, Calero, FinOffice support the complete lifecycle, including entitlements, usage rights, and vendor management.
- Generic CLMs (Icertis, Agiloft) automate contract processes broadly but lack market data-specific functionality.

A tailored market data CLM approach ensures transparency, compliance, and cost savings – often delivering ROI within a year.