



# Melento Is Officially On The Global CLM Map.



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# Melento Is Officially on the Global CLM Map. And the Timing Could Not Be More Critical.

Forrester Research has named Melento among just 31 notable vendors worldwide in its Contract Lifecycle Management Platforms Landscape, Q2 2026 — the definitive analyst overview of the global CLM market. For enterprises in banking, financial services, and insurance, this recognition is more than a badge. It is an independent signal that the problem Melento was built to solve is now a top-tier enterprise priority.

**31**

CLM vendors named globally by Forrester

**3,000+**

Enterprise brands served by Melento

**75M+**

Transactions processed annually

## Contracts Are No Longer a Legal Function. They Are How Business Gets Done.

This is the lens through which Krupesh Bhat, CEO of Melento, frames the company's mission — and it is precisely the thesis that Forrester's Q2 2026 landscape validates.

***"Contracts are becoming more than legal documents — they are the foundation of how organizations engage with customers, suppliers, and partners. At Melento, we are helping businesses simplify vendor onboarding, strengthen vendor due diligence, and manage both buyer-side and supplier-side contracting processes through a unified platform."***

— Krupesh Bhat, CEO, Melento

This positioning sets Melento apart from CLM vendors that still operate as document management tools dressed up with AI. Melento's platform is engineered around a different premise: that contracts are the operational backbone of enterprise relationships — and governing them well is what separates organizations that execute on strategy from those that simply document it.

For BFSI enterprises specifically, this translates into three concrete realities that Melento addresses that most CLM platforms do not:

- **Vendor onboarding and due diligence** — the contracting process begins before the contract is drafted. Melento brings intelligence to third-party onboarding, ensuring compliance, risk screening, and obligation clarity from day one of a vendor relationship.
- **Unified buy-side and sell-side contract management** — most organizations run separate systems for procurement contracts and revenue contracts. Melento unifies both on a single platform, giving leadership a complete picture of commercial exposure across the entire enterprise.
- **Governance as a business capability, not a legal bottleneck** — Melento's agentic AI workflows give legal, procurement, finance, and business teams simultaneous visibility into commitments, renewals, and risk — without routing everything through legal.

### What Forrester's Analysis Reveals About the Market Right Now

Forrester classifies CLM as an 'established' market — one that has moved well beyond its early adopter phase, is generating real enterprise ROI, but is not yet fully standardized. Three market dynamics are reshaping how enterprises evaluate platforms in 2026:

Contract lifecycle management is an **established** market.



#### Key market dynamics

MAIN TREND	PRIMARY CHALLENGE	TOP DISRUPTOR
AI and risk-driven urgency push CLM data into core business systems beyond legal and procurement.	AI roadmaps outpace adoption as trust, regulatory change, data readiness, and change management limit scale.	CLM vendors compete for budget with AI-native legal tools, commoditizing presignature processes.

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Figure 1: CLM Platforms Market Maturity & Key Dynamics — Forrester Research, Q2 2026

**Main Trend:** AI and risk-driven urgency are pulling contract data out of legal silos and into the core enterprise technology stack — ERP, CRM, GRC, and TPRM. Contracts are now treated as enterprise risk artifacts, not administrative paperwork. The organizations winning in this environment are those that can quantify contractual exposure in real time, not quarterly.

**Primary Challenge:** AI roadmaps are outpacing organizational readiness. Legal and risk teams demand explainability and defensible AI outputs. Change management fatigue is real. The gap between the AI strategy organizations want and the operational reality they can sustain is the central challenge of CLM deployment in 2026 — and the vendor that solves for trust and adoption, not just features, wins.

**Top Disruptor:** AI-native legal tools like Harvey and Legora are commoditizing pre-signature processes — drafting, redlining, playbooks. As a result, CLM's center of gravity is shifting decisively toward post-signature intelligence: obligation tracking, renewal governance, and integration depth. This is exactly where Melento has invested most deeply.

## One of Only 31 Vendors Named Globally — With Differentiated APAC + North America Coverage

Melento's inclusion in Forrester's vendor landscape — spanning North America and Asia-Pacific, with industry focus across Financial Services, IT/Tech, and Retail — represents a distinct geographic and sector positioning among the 31 vendors named.

For BFSI enterprises operating across India, Southeast Asia, the Middle East, and North America, Melento is one of a small number of CLM vendors with both the regional expertise and the enterprise-grade capability to serve regulated financial institutions at scale.

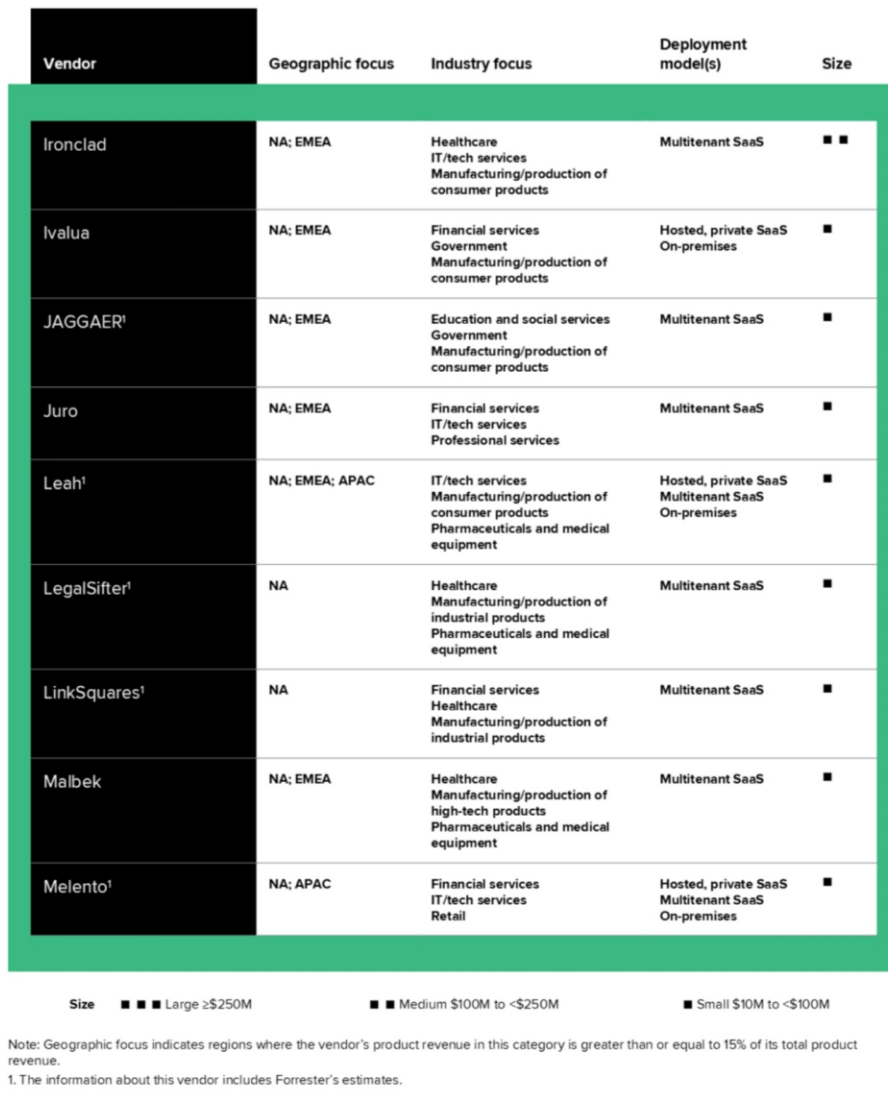


Figure 2: The Contract Lifecycle Management Platforms Landscape, Q2 2026 — Forrester Research (Melento listed among 31 global vendors)

Melento's deployment flexibility — Hosted Private SaaS, Multitenant SaaS, and On-Premises — directly addresses the data residency, sovereignty, and regulatory compliance requirements that Indian and APAC financial services regulators mandate. This is not a feature checklist item. It is a market entry requirement that most Western CLM vendors cannot meet.

### Where Melento Concentrates Its Platform Advantage

Forrester asked each of the 31 vendors to declare their top three extended use case priorities — the areas beyond core CLM where they are building their deepest capability. Melento's three declared focus areas directly address the gaps that BFSI enterprises struggle with most:

**AI Governance**

Contracts, obligations, and AI-assisted reviews that meet the trust and defensibility requirements of legal, risk, and compliance teams. Explainable outputs. Auditable trails. Responsible AI at scale.

**Obligation Management**

Post-signature is where most contract value is captured — or lost. Melento tracks every commitment, SLA, and regulatory obligation through to completion, with automated escalation and real-time dashboards.

**Financial Operations**

Contracts connected to commercial outcomes. Revenue leakage detection, discount visibility, billing alignment, and spend analytics derived directly from executed contract terms — not manual reconciliation.

***"As enterprises face increasing pressure to manage risk, accelerate business transactions, and improve governance across their ecosystems, contracts are becoming the foundation of how organizations engage with customers, suppliers, and partners. This recognition reflects the growing demand for solutions that combine contract intelligence, governance, and operational execution."***

— **Krupesh Bhat**, CEO, Melento

## The Regulatory Imperative for BFSI: Why 'Good Enough' CLM Is No Longer Good Enough

Forrester's research is unambiguous: contracts must now live alongside revenue, spend, and supplier performance data in the enterprise's operational systems. For Indian and global BFSI organizations, this is not an aspirational future state. It is a current regulatory requirement.

RBI's outsourcing and third-party risk guidelines, SEBI's vendor management mandates, the EU's DORA operational resilience requirements, and Basel IV's data governance expectations all converge on the same operational need: real-time visibility into contractual commitments, counterparty obligations, and compliance status — across every vendor, every counterparty, every geography.

Most organizations today have automated the back-end execution of contracts — e-signature, storage, basic workflow. What remains ungoverned is the pre-execution period and the post-signature lifecycle: the commitments that are made, the obligations that are tracked, and the risk that compounds when neither is managed with the rigor the regulatory environment now demands.

This is the gap Melento exists to close.

<b>Pre-Signature Intelligence</b> Template libraries, clause management, agentic AI drafting, and counterparty negotiation workflows that reduce cycle time without sacrificing governance.	<b>Execution &amp; Compliance</b> eSign, eStamping, and configurable approval workflows embedded in the contracting process, not bolted on afterward.	<b>Post-Signature Governance</b> Obligation tracking, renewal management, risk dashboards, and regulatory compliance monitoring that keep leadership in control after the ink dries.
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## The Question Is No Longer Whether to Invest in Contract Intelligence

Forrester's landscape confirms what BFSI CXOs are already sensing: the organizations that govern their commercial relationships with intelligence, speed, and control will outperform those that treat contracting as overhead. The market has moved. The analyst community has validated the direction.

Melento — one of 31 CLM vendors recognized globally, serving 3,000+ enterprise brands, processing 75 million+ transactions annually — is the platform built for this moment in the BFSI sector.

### See how Melento can transform your contract governance

*Vendor onboarding · Buy-side & sell-side CLM · Obligation management · AI Governance  
· eSign & eStamping*

**Request a Demo → [www.melento.ai](http://www.melento.ai)**