

CASE STUDY

Contract lifecycle management

How Cloudely Inc. Streamlined and Automated the Contract Management Lifecycle for the Procurement Division of a Leading Energy Company



Client Overview

An American energy company that manufactures and sells solid oxide fuel cells, essentially "on-site" electricity generators, which use natural gas or hydrogen to produce clean electricity for businesses and communities, aiming to provide reliable and sustainable power with reduced carbon emissions.



Business Challenges

Inefficient approval processes

Manual approval workflows are slow, prone to delays, and difficult to track, leading to missed deadlines and compliance issues.

Increased Risk of Errors

Manual entry and management of contract data increases the likelihood of mistakes, leading to legal and financial risks.

Lack of centralized system

Contracts stored across multiple locations, leading to difficulty in accessing and tracking agreements.

Limited Visibility

Difficulty in monitoring contract status, renewals, and expiration dates, often resulting in missed opportunities and penalties.

Business Challenges

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Poor collaboration

Lack of seamless collaboration between departments and stakeholders, leading to miscommunication and delays in contract execution.

Lack of centralized system

Time-consuming manual processes for contract creation, approval, and tracking, reducing overall productivity and increasing administrative overhead.

Limited reporting and analytics

Inability to generate real-time insights or reports on contract performance, renewals, or risks, hindering strategic decision-making.

Compliance Challenges

Ensuring compliance with changing regulations and internal policies is difficult without standardized, automated processes.

Implemented Solutions

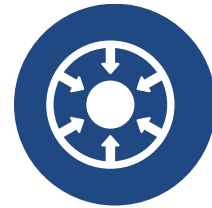
- Designed a Contract Lifecycle Management (CLM) workflow for the procurement division, involving multiple departments and stakeholders, including IT, Legal, Procurement, Business Owners, CFO, and other internal and external parties.
 - Configured record types, page layouts, custom fields, profiles, public groups, and users.
 - Customized the Conga CLM process to align with the client's specific business requirements.
 - Implemented both ad hoc parallel and sequential approval processes.

Implemented Solutions

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- Set up the Conga Sign process for externally created documents uploaded into Salesforce agreements.
- Created email templates and automated notifications for different stages of the approval and signing processes, targeting approvers, signees, and public groups.
- Developed email templates and automated notifications for agreements expiring in 30 and 90 days.
- Designed and implemented custom reports, dashboards, and a personalized homepage for enhanced tracking and visibility.

Results



Centralized Management

Unified platform for easy contract access and tracking.



Reduced errors

Minimized manual entry, improving accuracy and reducing risks.



Streamlined approvals

Automated workflows for faster, compliant approvals.



Enhanced visibility

Real-time tracking of contract status, renewals, and expirations.

Results

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Increased efficiency

Automation saved time and reduced administrative workload.



Better collaboration

Facilitated seamless cross-departmental teamwork.



Improved compliance

Standardized processes ensured regulatory compliance.



Actionable insights

Custom reports and dashboards enabled data-driven decisions.





Learn more

At Cloudely Inc., we can help you close more deals faster than you ever thought possible, generate accurate quotes, create compliant contracts, and realize cash faster. Learn more how we achieve this. Connect with us.

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