



# BUSINESS CASE | CONSTRUCTION

## MEET REWAH...

a specialist in **construction chemicals**, with a solid reputation in restoration, waterproofing, painting and concrete construction industries. Rewah **develops, manufactures and markets** construction chemicals for specialty contractors and painters.

## CHALLENGES FOR CONTRACT MANAGEMENT

- After the change of management, there was a need for a thorough screening and analysis of all contracts, to **avoid unpleasant surprises**.
- All employees could enter into contracts on their own, which meant there was **no administrative overview**.
- For distributors, **gentlemen's agreements** were used primarily.

## HOW DID THEY TRY TO SOLVE THIS BEFORE CONTRACTIFY?

- Each department **handled & stored its own contracts**.
- The company counted on **trust in its distributors** rather than using contracts.
- There was **no defined contract management policy**.

## HOW DID THEY SOLVE THIS WITH CONTRACTIFY ?

- **Agreements are settled in writing** and gentlemen's agreements are no longer used.
- **Automated notifications** ensure that necessary actions can be taken in a timely manner.
- All contracts are now accessible to the right people in **one easily accessible location** (cloud).

## IMPACT ON BUSINESS

- 1.** **Thousands of dollars** are saved every year by renegotiating energy contracts.
- 2.** Thanks to proper **follow-up**, all important **deadlines** are met.
- 3.** The accounting & commercial department's **workflows** became **significantly more efficient**, resulting in a lower workload.

## WHAT IS THE BEST CONTRACT MANAGEMENT STRATEGY FOR YOUR BUSINESS ?

**Let's find out together!** Schedule a call with our expert Arne, to explore a professional contract management solution, tailored to your organizational & industry needs.



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