

EMPOWER YOUR CONTRACTS

From funding to operation

Based on experience with our clients in your industry, we've learned a lot about the main challenges you might be facing in regard to managing contracts. In three sections, we mapped out the situations, challenges and solutions you might find relevant.



SUNROCK



SITUATIONS

1. High-value contracts in a regulated market

Given the nature of the renewable energy industry, your contracts must always be proofread carefully. The financial department wants to reduce risks by checking the financial stability and creditworthiness of your suppliers. The legal department on the other side wants to ensure that contracts are compliant with all relevant environmental regulations, permits, licensing requirements and renewable energy standards.

2. Signing a large volume of contracts

Having to approve a high number of contracts also means a lot of documents need to be signed as well. Signing both internally and externally gets disorganized easily because multiple departments and stakeholders are involved in your development and construction contracts. It's in such a context that it becomes difficult to keep an overview of different contract statuses.

3. Many contract types, many legal entities

Managing all phases from development to operations means the number of contract types and counterparties is extremely high (PPAs, MSAs, all kinds of licenses) in this industry. Depending on the number of projects, you're probably creating a significant number of legal entities that need to be managed as well. The sheer number of information linked to contracts and the legal documents themselves requires a highly structured environment.

4. Extensive contract monitoring

Your EBoP systems or PPAs are extremely extensive and contain crucial elements for construction planning, quality evaluations, renewal periods and liabilities. As a consequence, they demand extensive monitoring and follow-up by multiple departments. Additionally, contractual terms from different legal documents have to be compared frequently to ensure unity.

CHALLENGES

1. Signing flawed contracts

Legal catastrophes occur when it turns out there's an important liability clause missing in your signed MSA that didn't get proofread by a legal colleague. This results in legal uncertainties and plenty of time lost editing and renegotiating contracts. How do you ensure that - despite having to deal with a high diversity and volume of contracts, possibly multiple contract versions, sick leaves and human errors - every single clause gets properly checked by the right individual?

2. Not knowing what's been signed

You wouldn't be the first to find out halfway through a huge contract - let's say your PPA - that it didn't get signed by your CEO. How do you ensure every single contract gets signed by the right people internally and externally? Losing track on what's been signed and what's not is often the result of having multiple places for stocking contracts: Google Drive, SharePoint folders, mailboxes.. or using multiple signing tools.



[Watch all our business cases here](#) 👁️

3. Unable to find and enhance legal information

Legal departments in a highly regulated market that rely on outdated or outright wrong legal information struggle with non-compliance, bad negotiation positions and huge losses of time and effort. Crucial information gets lost or becomes unknowingly outdated when contracts, permits and even supplier information are scattered around in different drives, mailboxes or Excel sheets. More importantly, this means your company misses out on enhancing huge amounts of legal data during your energy projects.

4. Unclear responsibilities for follow-ups

Given that multiple stakeholders and departments monitor specific elements in the same contracts, managing responsibilities and accessibility is hard but necessary. The danger here is relying on everyone's discipline to organize these follow-ups themselves - in their own way. Things easily turn south when someone on sick leave forgets to renew your Land Lease Agreement or doesn't cancel a maintenance agreement for a turbine that's getting dismantled next year.

HOW CONTRACTIFY CAN HELP YOU SOLVE THIS

1. Set up fixed approval flows

Setting up a fixed approval flow for, let's say your PPAs and EBoPs, inside a centralized contract platform ensures a legally and financially secure environment for your company. Thus in Contractify, every individual involved would receive a notification when he or she should approve a contract. Add as many steps to your flow as you'd like and get contracts approved quickly, even by external stakeholders.

2. Make sure everything gets signed

The average contract value in the energy industry is too high to leave it to the goodwill of the signers. So controlling signing flows are key for your industry. In Contractify, signing is the final step of your approval flow. You'll be able to filter what hasn't been signed and send out a quick reminder if necessary. Signed contracts, internally or externally, automatically return to the right folder in Contractify.

3. Find everything, anytime

Every contract and other legal document should be found easily in a well-structured and accessible platform. As your Contractify environment will be built specifically for your industry, you'll never have issues finding all your PPAs or MSAs related to a specific wind or solar park. Heck, why not filter on all contracts connected to a specific legal entity that has an NDA in them?

4. Let contracts guide your projects

Your contracts are the result of a highly extensive negotiation phase in which your legal department has carefully outlined quality obligations and delivery deadlines that protect you in case of disputes. Your contract management platform should allow you to use your contracts as a guidance and cornerstone. Powered by AI, Contractify enables your contracts to remind you of crucial deadlines, such as the Land Lease Agreement that expires this year.

IMPACT ON YOUR BUSINESS

1. Employees can focus on their **main tasks**.
2. Management has a **clear overview of all the contracts**, no matter the location.
3. The company can **save a huge amount of money** by **preventing unnecessary costs**.
4. Far **better control and peace of mind** that high-risk, high-value contracts are followed up correctly

WHAT IS THE BEST CONTRACT MANAGEMENT STRATEGY FOR YOUR BUSINESS ?

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



GET IN TOUCH