



BUSINESS CASE | LEGAL

MEET MEAT & MORE...

a high-tech **food production & retail** company, founded in 1990. With almost **1.500 employees**, this family-owned company provides care-free quality meals at very sharp prices. Since its establishment, it has not ceased to grow, resulting in **nearly 200 branches** to date. For their legal department, this growth came with some challenges.

CHALLENGES FOR LEGAL PROFILES & DEPARTMENTS

- Responsibilities & contracts were **decentralized**: (intercompany) contracts & attachments got lost in mailboxes or function transfers, making it difficult to keep an overview.
- Legal was **not involved (early) enough** in the contract process to provide its maximum added value. Nevertheless, the legal department was **held responsible** for contract management within the organization.
- Contracts were **managed or followed up in Excel, DMS or server after signature**, resulting in time-consuming follow-up, lots of accidental renewals and missed opportunities.

HOW DID THEY TRY TO SOLVE THIS BEFORE CONTRACTIFY?

- 200+ contracts all **managed in Excel**
- **Legal as the go-to person / department** for all contracts in the company, multiplying workload
- **Daily manual checks** to inspect if a contract needed following up

HOW DID THEY SOLVE THIS WITH CONTRACTIFY ?

- **Version management** of all contracts & attachments in **1 central place**
- Having insights on what's going on, while keeping the **responsibility with the right people or department** and delegating contract tasks
- **Automated notifications** indicate when **proactive action** is needed to renew or terminate commercial leases, supplier contracts and so on.

IMPACT ON BUSINESS

- 1.** Saves **over 50% time** in legal contract follow-ups.
- 2.** Proactive contract follow-up avoided **unwanted costs & repercussions**, easily saving over 40.000€ on just the sales contracts of 1 department.
- 3.** **Legal easily delegates to and follows up on tasks** with the right department, without losing the helicopter view.

WHAT IS THE BEST CONTRACT MANAGEMENT STRATEGY FOR YOUR BUSINESS ?

Let's find out together! Schedule a call with Contractify expert, Arne Gyssels, to get a professional analysis & solution, tailored to your organizational & industry needs.



SCHEDULE CALL