

CITYMESH

A Belgian pioneer in **wireless connectivity**, founded twenty years ago by three friends experimenting with city networks. The company has since grown into an **international telecom player with more than 300 employees**, building and managing everything from free city networks to critical connectivity for major international events such as Tomorrowland in Brazil and Thailand. For the legal department, this growth came with its own set of challenges.

CHALLENGES for legal departments

- Contract management was **decentralized**: every department managed its own agreements, making documents hard to track down when they were needed most.
- **Contracts were stored in binders** locked away in cabinets, which made gathering documents quickly, especially during HR inspections, increasingly difficult.
- As an innovative IT company, **working with that much paper** no longer made sense, especially given the strict European requirements Citymesh is subject to.



Sarah van Esch
Citymesh

How did they try to solve this **WITHOUT** Contractify?

- Contracts lived in a folder structure within a Google environment.
- Finding a document meant manually browsing folders, with no simple way to tag or search by name.
- Remote work, which became the norm since COVID, called for a built-in-e-signing module that the existing setup simply didn't offer.

How did they solve this **WITH** Contractify?

- All contracts are stored, tagged and tracked in **one central platform**, searchable in seconds instead of hours.
- **Tags** can be linked to parties and contract types, letting teams like Sales, Business Operations and Facility reflects their own internal workflows.
- ADA, the **AI Contract Analyst**, automatically extracts key contract details such as parties, duration, start date and termination options.
- A built-in signing workflow **automatically notifies** the right people the moment a document is ready to be signed.

IMPACT on the organization

1. Five departments now use Contractify daily, with legal spending far less time answering routine contract questions.
2. Sales teams work with more autonomy, uploading documents and requesting approval directly, with automatic notifications guiding each step through the signature.
3. The switch to digital contract management makes the process more green, removes printing entirely and gives Legal full confidence that no document will ever get lost again.

What is the best contract management **STRATEGY** for your business?

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

[SCHEDULE CALL](#)

