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Company Profile

Port Blakely grows and markets renewable forest products around the globe, owning and managing working forests in Washington, Oregon, and New Zealand. A 5th generation family-owned company, they work with customers across the Pacific Northwest and southeastern United States as well as in Asia and other international markets.



Objective

Establish a cloud-based globally available end-to-end contract management solution that integrates with the company's strategic Microsoft platform investments, enables business collaboration, reduces manual effort and has the flexibility to adapt as business needs change.



Results

- Cut contract cycle time from approximately 10 days to 2 days
- Nearly eliminated contract errors
- Reduced manual workload on contracting team
- Faster time-to-value on operational contracts subject to sudden price volatility

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Port Blakely Reduces Contract Cycle Time with Corridor's Contracts 365

Contracts 365 provides high ROI Contract Management Solution on Microsoft Office 365 Cloud

Port Blakely, a US-based producer and global exporter of forest products was using an outdated partially automated contract management system that was cobbled together from old platforms, making it challenging to use and difficult to update.

The company identified Corridor Contracts 365 as their best option to establish a unified end-to-end system that integrates with its existing IT infrastructure; Microsoft Office 365, SharePoint and Azure. Improved accessibility and automation mean the organization contracts from anywhere around the world, faster, more accurately, and at lower costs.

Business Challenge

The company had a desktop-based system that managed final document storage, but the solution could not fully automate requests, so contract creation required a lot of manual effort. The contract repository was not cloud-based and didn't integrate with the company's Microsoft ecosystem, so it was difficult for users – including both employees and 3rd party contractors – to quickly access the right information or collaborate, especially when working in remote locations or outside of the US. Without full visibility of the end-to-end process, tracking contract status and ensuring process compliance were a challenge.



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About Corridor Company

Corridor Company is the leading provider of Contract Lifecycle Management Solutions for Microsoft Office 365 and SharePoint. Contracts 365 is easy to use, easy to deploy and configurable for nearly any buy-side or sell-side Contract Management use case.

Contracts 365 is trusted by thousands of users around the world at such organizations as Intel, Logitech, Gulfstream and Urban Outfitters.

“Market volatility is a challenge in the Forestry Business. We can now get a contract executed much faster than with our previous system, before price fluctuations render terms obsolete.”

*-Cathrin Weis,
Manager, Contracts & Property
Transactions*

Operating for more than a century and a half in one of the oldest industries in the US, Port Blakely has long been committed to embracing new technology for operational efficiency gains. Accordingly, the organization knew they needed an agile, adaptable solution that was easy to configure and quick to deploy globally.

Solution

Corridor Contracts 365 is an easy to use, easy to deploy cloud-based Contract Management solution. By leveraging the benefits of the cloud, Port Blakely is now able to standardize their contract management processes across their global footprint and multiple divisions of the business

Contracts 365 has been architected to use the customers' Office 365 tenant as the contract repository, providing increased control and ownership over sensitive contracts and data while enabling immediate adoption of Port Blakely's data governance policies.

Results

Contracts 365 provided a solution easy to use for every audience; from experienced users in contract administration to sometimes technology averse users in the remote corners of their forested properties.

Self service automation has allowed further process optimization by virtually eliminating contract errors while decreasing legal and administrative workload. Additionally, contract cycle time has been reduced from approximately ten days down to two. This is critical in an industry where prices can fluctuate on a daily basis.

The cloud-based deployment has shown high ROI as it seamlessly integrates with the organization's existing business systems and adapts to rapidly shifting business needs without requiring expensive changes to the existing IT ecosystem.