



For immediate release

DCL (Design Communications Ltd.) Selects Corridor Company's Next Generation Contract Management Software

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Industry leader DCL chooses Corridor's contract management technology to support continued growth and process efficiencies.

Corridor Company, Inc., the leading provider of contract management software powered by the Office 365 and SharePoint platforms, is pleased to announce the selection of its Next Generation Contract Management Software for SharePoint by DCL, a leading fabricator of architectural specialties and custom signage. DCL will use Corridor's contract management software to automate all aspects of its contract and proposal lifecycle management process.

Contracts and proposals are key elements of DCL's business process. As a leading fabricator of architectural specialties including custom signage, branding, wayfinding, and themed entertainment, DCL partners with architects and designers to custom manage, engineer, fabricate, and install the right solutions for each project. With over 300 industry experts deployed over multiple different client engagements, DCL's ability to effectively and efficiently manage its proposal and contract management process is an operational imperative.

Corridor's Next Generation Contract Management Software for SharePoint was selected by DCL after an in-depth evaluation of both stand alone and platform providers. Key components of the contract management initiative included the application's ability to manage both the proposal and contract process, repository functionality, flexible workflows, fluid and efficient collaboration capabilities, and DocuSign integration.

With Corridor's Next Generation Contract Management Software for SharePoint, DCL will leverage its existing Microsoft investment in SharePoint to automate various aspects of its proposal and contract management process. Specified sales data can be used to automatically populate both standard and custom proposal submissions. Designated business rules, which are easily configured, can be employed to route the proposals for approval. Upon award, the proposals will be leveraged to automatically create associated contract materials including agreements, records and supporting documents. The contract negotiation process will take place more readily with Corridor's external email collaboration support and automated check-in/check-out functionality with direct updates to the repository. Corridor's DocuSign integration will allow for optional eSignature of all document types and direct storage to the appropriate contract and organizational records.

Russ Edelman, CEO of Corridor shares “We’re extremely excited about working with the DCL team, and look forward to their leveraging our technology to support the various process efficiencies they will introduce to their sales and contracting process. Their commitment to delivering this project at the right time in the right way has laid a great foundation for the overall project success.”

James Peoples, IT Director at DCL, stated “Leveraging our Microsoft investment is a key strategic goal here at DCL. In doing so, we reduce our support costs, increase user satisfaction and increase adoption as our users are already familiar with and know how to use these technologies. With Corridor, we can accomplish this goal while also delivering to our constituents a world-class contract management offering. This is a powerful combination which will deliver immediate value to our business.”

About DCL (Design Communications Ltd.)

Headquartered in Boston, MA, DCL (Design Communications, Ltd.) is an award-winning manufacturer of architectural specialties and custom signage for the built environment. Since 1984, DCL has been partnering with architects and designers to provide innovative solutions for industries worldwide. Our commitment to our client’s vision, the design process, and consistently delivering an unparalleled product and experience is our greatest success.

To learn more about our custom manufacturing, fabrication and installation services, visit www.designcommunicationsltd.com.

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About Corridor Company

Corridor Company is committed to continually evolving our software product line to meet the challenges of contracts and their proper management. With a business application platform that readily provides solutions for contract and proposal management, Corridor's end-to-end solutions enable customers to create contracts and proposals more efficiently, manage all processes more effectively, and ensure that revenue, profit and compliance are all fully optimized. Corridor's flexible licensing model, supporting implementation packages, and delivery options which include on premises, in the cloud, or Office 365, ensure a solution tailored to fit the needs of companies, including global enterprises.

To learn why companies such as AARP, British Telecom, Conifer Health Systems, Serco, and many others choose Corridor as their contract management partner, visit www.corridorcompany.com.

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