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Mission Critical SharePoint

Corridor and BT Featured in Microsoft Business-Critical SharePoint Case Study

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Published by Microsoft's Business-Critical SharePoint (BCSP) Program, the case study describes BT's selection, implementation and integration of Corridor's Contract Management Business App for SharePoint or CM[.app]™. Featured at this year's SharePoint Conference, it highlights BT's contract management challenges as well as the business benefits realized by integrating CM[.app] with BT's back-end financial systems.

The Business-Critical SharePoint Program is a Microsoft partner program that includes top solution and service providers who focus on advanced, company-wide SharePoint solutions. There is a specific emphasis in the program on the use of SharePoint's Business Connectivity Services (BCS) functionality and leveraging SharePoint's ability to connect to Line of Business (LoB) systems for access to transactional data. BCSP is open to a limited group of Microsoft partners who meet requirements for all program milestones, including the development/delivery of a Business-Critical SharePoint solution (advanced company-wide SharePoint scenarios) and Go-to-Market (GTM) plan.

Russ Edelman, President and CEO of Corridor Company, notes, "Not only are we extremely pleased with the success of the solution, we are excited about the coverage that the solution has received not only within the Microsoft community, but also internally at BT as well as the market at large. The project represented an intense and value-oriented joint effort between BT and Corridor, and the outcome has been incredibly well received."

Prior to the implementation and integration of CM[.app], BT managed its contracting processes through a number of different systems. While extremely advanced in the management of their contractual obligations, BT employed a series of manual, repetitive and sometimes inefficient processes. Little automation existed for the creation of risks or opportunities based on the outcome or status of an obligation, and downstream processes for addressing these risks were manual in their creation and management. Because of the potential impact of such risks and opportunities on financial data

contained in other systems, it was critical for Corridor's solution not only to provide needed automation, but also to integrate with these disparate systems.

Working with BT to leverage their existing SharePoint installation, Corridor implemented CM[.app] to provide BT with a robust contract lifecycle management application as well as a comprehensive dashboard with aggregated data entry and reporting capabilities. In addition to having an optimized contract management process, BT can now automatically extract data from its data warehouses to deliver strategic financial information instantaneously. Contract professionals can easily manage the contracting process while readily accessing financial data. With CM[.app], BT has achieved real-time visibility into contracts allowing contract professionals, account managers and key executives at BT to make more informed decisions while reducing risk and increasing opportunity.

"In today's connected world, the creative use of technology can deliver stunning business results. Combining world-class people and processes with effective contract management tools is an essential part of our value proposition in the complex and demanding world of networked IT services. Working with Corridor, we now have a management platform that not only addresses our needs today, but is also flexible enough to accommodate the changes that are an integral part of our environment," said Paul Branch, Head of Major Contract Management, BT Global Services.

CM[.app] focuses on all aspects of the contract lifecycle. With support for contract creation, negotiation, automated redlining, and e-signature (or hardcopy signature), CM[.app] provides a full tool set to create, negotiate and sign contracts faster and more efficiently. Once contracts are signed, CM[.app] readily facilitates obligation tracking, reporting, customized notifications and record retention schedules to ensure compliance and proactive management of contractual obligations and opportunities.

About Corridor Company

Corridor Company is a software and services company dedicated to leveraging SharePoint to solve mission-critical business problems. Corridor's Business[.app]™ products provide client base with solutions for Contract Management, Proposal Management and Supplier Management while our Extender[.app]™ products extend and augment SharePoint's native functionality. To learn why global to mid-sized clients choose Corridor as their Contract Management partner, visit http://www.corridorcompany.com.

About BT

BT is one of the world's leading communications services companies, serving the needs of customers in the UK and in more than 170 countries worldwide.

About Microsoft

Founded in 1975, Microsoft is the worldwide leader in software, services, and solutions that help people and businesses realize their full potential.