



For immediate release

Grant PUD Selects Corridor Company's Contract Management App for Contract Lifecycle Management

Washington-based public utility district selects CM[.app][™] to meet its needs for contract creation, negotiation, and post-execution management.

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Corridor Company, Inc., the leading provider of contract lifecycle management software powered by the SharePoint and Office 365 platforms, is pleased to announce the selection of its Contract Management Application for SharePoint, CM[.app], by Grant PUD — Public Utility District No. 2 of Grant County, Washington. From creation to expiration, CM[.app] will elevate the automation and management of Grant PUD's procurement processes.

Contract management needs for Grant PUD are substantial. Grant PUD provides electricity to 35,000 residential customers as well as thousands of industrial, commercial and municipal clients. Besides two hydro-electric dams on the Columbia River, each containing 10 turbines and generators, Grant PUD's infrastructure includes 52 substations, 460 miles of high voltage transmission lines, over 3,700 electrical distribution lines, and over 32,000 transformers. Irrigation and fiber optic transmission are additional services provided by Grant PUD. Contracts govern the materials, labor and specialized services needed to help them operate.

Corridor's CM[.app] was selected by Grant PUD following a detailed examination of available solutions and a carefully prepared business case. Key success criteria for selection included satisfying the requirements of the procurement officers, business users, and executive management team.

CM[.app] provides the features that Grant PUD identified as vital improvements to the management of its contracts. On the pre-execution side, these include automated contract creation, access to a clause library during drafting and negotiation, workflow driven approvals, and the use of electronic signature. Email notifications alert procurement officers and persons with approval authority of contracts when the documents are ready for their attention. Review and approval of contracts can take place through email or through the more sophisticated contract management dashboard. Different workflow timetables can be enabled for contracts in conjunction with competitively bid and non-bid contracts as well as change orders. Once contracts are executed, CM[.app] supports Grant PUD's ability to automatically route change orders and commission approvals to senior management. Calculation of total contract value is also handled automatically by CM[.app], reducing the chance of human error and freeing procurement officers to focus on the substance of the change orders.

For Grant PUD's internal business users, such as project managers, increasing operational efficiency is an important success criterion. CM[.app] provides a comprehensive and simplified business user experience, focused on routine tasks like contract initiation and obligation management. This allows

non-procurement staff to make their requests through a direct, easy-to-navigate interface, guiding them through the pre-approval process. An automated check list ensures that internal business users provide all details necessary to produce a valid contract that will meet requirements for different levels of management. The same business user experience alerts internal business users of any obligations which require their attention in a “My Obligations” section.

Reduced contract cycle times and removal of error-prone manual contract processing are two of many advantages for Grant PUD executives. Reporting across the contract lifecycle is another benefit. As in many organizations, Grant PUD executives need monthly reporting on such matters as contracts initiated, contracts executed, and renewal and expiration dates. Automated reporting allows planners to stay on top of contract renewals or contract close outs, reducing the organization’s exposure to unexamined, out-of-date terms and agreements. In certain crucial cases, reporting must be dynamic. Total contract value – which is affected by change orders – triggers different levels of required approvals. CM[.app] presents this dynamic reporting to executives while reducing the person-time taken to create such reports.

“Our implementation experience with Corridor was extremely positive,” said Leah Mauceri, Legal Project Specialist with Grant PUD. “Their customer service is excellent. The product can easily be adapted to meet various business needs. We are very excited to deploy Corridor’s Contract Management [.app] for SharePoint within our organization.”

Russ Edelman, CEO of Corridor, said, “We are thrilled to be selected by Grant PUD for CM[.app]. From our initial discussions all the way through selection, the Grant PUD team had a clear vision and plan for execution regarding their supplier contracts. By working closely with them, we were able to regularly take incremental steps of confirmation and alignment such that there are no surprises as we launch their initiative.”

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, Proposal and Supplier 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 global to mid-sized clients choose Corridor as their Contract Management partner, visit www.corridorcompany.com.

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About Grant PUD

Established by local residents over 75 years ago, Grant PUD generates and delivers energy to millions of customers throughout the Pacific Northwest. What began as a grassroots movement of public power has evolved into one of the premiere providers of renewable energy at some of the most affordable rates in the nation. For more information visit www.grantpud.org or follow us on [Facebook](#) and [Twitter](#).

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