



codea **CASE**
STUDY
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CUSTOMER

The Client is the leading European vendor of contract and trade relationship management software and provides solutions that cover the entire contract lifecycle, helping organizations to enforce compliance to corporate standards and regulations, mitigate financial and legal risks and improve productivity by streamlining contract processes.

CHALLENGE

The Client turned to Codea for the development of a custom software product which had to be build up on the existing contract authoring tool already in use by the Client for the generation of specific documents on the Web (in the client's dedicated format, as well as RTF and PDF). The specified documents, which are templates and standard clauses used in the creation, review and approval of contracts, provide users with information concerning the document content and layout, the access rights of various users, versioning and forms/fields. The software allows its users to select a document, either drafted or completed, from a list of previously created documents, and download it in various formats, depending on every user's rights.

SOLUTION

The Client chose Codea because of its technical expertise proven while successfully developing a previous product for the company, one of the best-selling Contract Authoring Tool in Europe.

The Server Solution was developed by Codea following closely the business model and specific needs the Client's product was designed to fulfill.

The Solution delivered provides efficient and reliable support for contract formation and increases employee productivity. At the same time it reduces contract cycle time by automating routine tasks, such as storing paper contracts, eliminating problems in finding out the current status of a contract. It also facilitates the process of getting approval from the legal department for any change in the contract terms, which otherwise can cost the company few months' cash flow.

Sector

Client Technologies

.NET technologies

web services

XML/XSL

PDF generation

MS-Word conversion



Case Study

Contract Authoring & Management Product

A leading European vendor of contract and trade relationship management software

Codea

Contract Authoring&Management

Product

The instruments used in the development of the project include .NET technologies, web services, XML/XSL. Furthermore, some cuttingedge technical solutions were developed for some of the modules (PDF generation, MS-WORD conversion, web services transfer compression etc.).

RESULTS

The Server Solution is a flexible application, designed to evolve with future requirements and expand with the enterprise that is using it. The application has a multi-layer architecture and it can be distributed over 3 servers (Database Server, Web Services Server, Application Server). Codea has delivered measurable benefits to the Client's product:

- Reduction of financial and legal risks by providing better control over contract management
- Reduction of contract cycle time by automating routine tasks
- Increased employee productivity and efficiency

The Product Codea developed assured greater market penetration for the Client, as well as flexibility and the possibility of keeping the product "up-to-date" due to its evolving, flexible and adaptable structure. The quick transition from the concept phase to the final product granted the Client increased time to market and the professional testing tools and methods involved in the product development guaranteed efficient, error-free implementation of the software at



end-user customers. This stable version of the product proved to be successful on the market, thereby increasing the Client's revenues.

Benefits – Codea

Greater market penetration
and customer satisfaction
Flexibility and high level of
adaptability to technological
advancements
Increased time to market
Higher revenues
Lower costs for Research &
Development