EVISORT

Microsoft

Microsoft Customer Success Story

AT A GLANCE

Customer
Microsoft

Customer Size
Corporate
(10,000+ employees)

Industry
Technology

Products and Services
Evisort Contract Workflow

Country
United States

Website
https://www.microsoft.com/

Evisort delivers contracting-as-a-service (CaaS) to Microsoft

Microsoft's Contracting and Commercial Management (CCM) team—along with other teams—create over 30,000 contracts every year. These teams needed a way to reduce contract drafting times to effectively service thousands of opportunities.

Led by Aaron Gass, Director of Busines Programs, the CCM team worked with Evisort to implement a dynamic, AI contract management platform that would cut down turnaround times and reduce risk. Dubbed CCMaaS—Contracting and Commercial Management as a Service—these business teams are now able to generate self-serve contracts instantly from one centralized contracting portal.

Customer Challenges

As a global leader in software, Microsoft CSU and CSE teams create a large volume of contracts for their clients and services. Using a traditional and manual Word template-based process, these teams experienced delays when approving agreements which in turn impacted client negotiations.

Without a digital framework, Microsoft teams were taking several days to generate client-ready contracts. To reduce this turnaround time, Microsoft needed a SaaS technology partner to help them create agreements automatically and instantly.

Partner Solution

In the new CCMaaS platform, Evisort's Smart Contracting Engine powers document generation within Microsoft, empowering users to create new self-serve contracts by filling out a simple intake form. The platform converts answers into a contract with automatic approval workflows ready to be executed between Microsoft and its' clients.

When agreements are ready to sign, Evisort does a secondary check to confirm that no required language has been changed. If there are changes, additional layers of review are triggered automatically.

Outcome

Microsoft teams are now able to submit contracts to customers in minutes, instead of days. Microsoft CSU and CSE teams can self-serve contract generation automatically. Contracts are on pre-approved Microsoft terms, reducing approval time and negotiations. Contracts can also be automatically routed for electronic signature with an integration with Adobe Sign. In a nutshell, all manual work using Excel has been eliminated.

Automated digital assembly and contract review platform for CSU and CSE in which agreements are automatically routed to the proper stakeholders, based on risk.

Evisort's Smart Contracting Engine is highly configurable and integrated with the Microsoft custom-branded experience.

Evisort's engine empowers business teams to contract with pre-approved contract language to avoid lengthy approval processes, closing deals more quickly.