

## CASE STUDY: PUBLIC AFFAIRS INDUSTRY

### Global Communications Firm Abandons Spreadsheets for Smart Business Process Automation

#### Problem:

A communication and public affairs consulting firm with more than 500 experts faced the formidable task of managing contract review across its global operations. The company relied on emails and spreadsheets to track the contract review process, which presented obstacles when it came to the speed, transparency and risk management of the process. The company needed a solution to effectively and efficiently manage and automate contract review and approval – something more sophisticated than its current manual efforts.

#### Solution: Onit Contract Review & Approval App

The company selected the Onit Contract Review & Approval App. The easily customizable, light-weight App uses a simple user interface that allows business users to focus on the task of contract review and approval - instead of learning new software.

With the App, the company now has a smart, customizable web form that routes contracts through the review process. Automatic notifications alert reviewers when more information is required or when a contract moves forward in the process. The dashboard gives users an overview of all pending requests so that they can easily evaluate the progress of all contracts. The App also offers flexible routing and re-routing capabilities so authorized participants can make changes to the workflow and add approvers as necessary.

#### Results:

With Onit, the company can now easily identify where contracts are in the review process, who has completed the last revision, if there are any red flags and if all the right approvals are in place. This translates into benefits such as a compressed revenue cycle, improved client and vendor relationships and a higher contract compliance rate.

#### Company Overview:

Founded in the early 1980s, this global communications firm is an award-winning consultancy with offices in major cities throughout the Americas, Europe, the Middle East, Africa and Asia. Its clients include six of the top-10 Fortune 500 companies, government entities, industry associations and nonprofit organizations. Its services include business, industry, finance, media, and public policy.