

PARSONS



OVERVIEW

PARSONS CORPORATION provides innovative design solutions for commercial, federal, transportation, and water resources. The company delivers engineering, construction, systems and resource integration, project and program management, and environmental services to a wide range of global customers. Their client portfolio spans a myriad of diverse projects including airports, bridges, dams, energy generation facilities, homeland defense, hospitals, missile defense, pharmaceutical plants, ports, public works, rail systems, roads, schools and universities, water distribution, and wastewater treatment systems.

Founded in 1944, Parsons provides solutions in every major region and in many major industries around the world. Through selective acquisition growth, Parsons has become a recognized leader for service delivery, quality, innovation and sustainability. Parson's Infrastructure and Technology (PI&T) Group needed a solution that would enable better cost containment through a reduction of fines or penalties incurred due to compliance issues. The group also needed to improve its risk management procedures through tighter governance and controls during the contract negotiation process.

PARSON'S CONTRACT MANAGEMENT PROCEDURE BEFORE CLM MATRIX

The PI&T Group's contract management process was fragmented and defined by manual activities with minimal electronic collaboration. The numerous interactions that occurred from contract inception to closure lacked structured rules and governance to ensure consistent execution across buy-side and sell-side agreements. This contributed to a high degree of inefficiency and created greater

risk and exposure to contractual provisions and obligations that were not compliant with legal and regulatory agencies.

The group also lacked a central repository to store and manage the active contract portfolio. The key terms and conditions that governed future rights and obligations were not captured as metadata elements, inhibiting the ability to drive enhanced business intelligence across the organization. The multiple stakeholders involved in the process needed a better way to collaborate and communicate progress and requests between departments and groups.

The global nature of Parsons multi-year projects required a highly scalable infrastructure and the ability to accommodate master and subordinate agreements in multiple languages across multiple contract types. The number of contracts that would be loaded into and managed by the system were:

- number of active contracts = 24,600
- number of closed contracts = 2,365
- number of net new contracts negotiated in one fiscal year = 3,150
- number of contracts loaded and stored electronically = approximately 25%
- number of contract administrators/users = approximately 400

SOLUTION

Parsons needed a solution that could capture key contract metadata and integrate this information with existing CRM and ERP systems. The company chose CLM Matrix's software solution to leverage their existing investment in Microsoft SQL and SharePoint Server technology. The solution also enabled automatic workflow approvals to ensure the governing rules and policies were enforced across all PI&T locations.

Parsons project management, engineering, legal and finance business leaders participated in contract excellence workshops to define standard workflow processes and procedures. This time investment served to create a series of standardized workflows based upon risk profiles and contract details.

"Collaborative workflow automation is at the heart of everything we do," says Tim Sparks, CEO of CLM Matrix. "Parsons was able to leverage our automation platform to gain visibility and transparency into the contract terms that drive real business value."

CLM Matrix worked with the Parsons project team to configure the business rules into the system's rule-based wizards. The team also created a legal library of clauses that would be dynamically included into a document based upon the type of contract being negotiated.

According to Marc Radin, VP Contracts and Procurement at PI&T, the elimination of manual and non-standard processes would improve communication among business areas leading to improved efficiencies and a reduction in fines and penalties resulting from compliance issues. "Parsons really understood the value to be gained through automation," says Sparks. "The different ways they created both buy-side and sell-side agreements created tremendous risk across their portfolio of agreements and they lacked visibility into key



ABOUT CLM MATRIX

rights and obligations. Our solution helped solve that problem."

RESULT

Parsons was able to leverage CLM Matrix's solution to achieve process standardization and efficiency that drive tighter controls, mitigated business risks, and improved overall operating margins. Increased visibility into the process exceptions allowed the management team to take corrective action and prevent potential cost issues before they occurred.

Matrix-Enterprise software allows PI&T to have a centralized repository for all their contracts and the wizard-based tools give them the flexibility to dynamically build their contracts. With nearly 80 offices in the United States alone, Parsons was able to create standard operating procedures for the contract management process and streamline the ability to respond to client opportunities and manage projects more efficiently.

Because Parsons employees were already familiar with Microsoft Word and Outlook, the learning curve to use the Matrix software solution was negligible. The system was easily configured and deployed without IT coding and is being maintained by business users on a daily basis. The Microsoft SQL and Windows Server solutions provided a platform that was in alignment with Parson's existing IT infrastructure.

Parsons now has the workflow automation, collaboration and business intelligence needed to achieve their core business values and deliver high quality solutions that exceed their customer's expectations.

CLM Matrix is the market leader in Contract Lifecycle Management (CLM) software solutions on Microsoft Office and SharePoint technology platforms. Our solution extends the functionality of traditional contract management software by adding features such as:

- Rule-based document creation
- Clause libraries
- Policy-based approval workflow
- Automated reminders and alerts
- Real time user defined reporting
- Integration with legacy enterprise software
- Contract compliance tracking
- Multi-language capabilities
- Support for global environments
- Fully configurable to specific process and document types without code (wizard driven)



To learn more about CLM Matrix and our award winning software solutions, please visit clmmatrix.com or contact us directly at 1.800.961.6534.