

World Commerce & Contracting

# INNOVATION & EXCELLENCE AWARDS 2021

## Shortlist Submission Summaries

### Table of Contents

<b>AMERICAS</b> .....	<b>2</b>
STRATEGIC ACHIEVEMENT .....	2
OPERATIONAL IMPROVEMENT .....	2
OUTSTANDING COOPERATION & COLLABORATION.....	3
PERSONAL INITIATIVE.....	4
<b>EMEA</b> .....	<b>5</b>
STRATEGIC ACHIEVEMENT .....	5
OPERATIONAL IMPROVEMENT .....	5
OUTSTANDING COOPERATION & COLLABORATION.....	6
PERSONAL INITIATIVE.....	7
<b>APAC</b> .....	<b>7</b>
STRATEGIC ACHIEVEMENT .....	7
OPERATIONAL IMPROVEMENT .....	8
OUTSTANDING COOPERATION & COLLABORATION.....	9
PERSONAL INITIATIVE.....	10
<b>GLOBAL</b> .....	<b>10</b>
DELIVERING SOCIAL & ECONOMIC BENEFIT.....	10

# AMERICAS

## Strategic Achievement

### **Data, People, Tools + Process = Radical Advances**

#### **DXC Technology Company**

DXC Technology's Legal team works w/ colleagues in Sales, Account Management, Delivery & Finance to bring data, people, tools & processes in 2021 that radically advanced our contracting capability. The results are applauded by our CEO & business units who see the tangible impact & increased customer satisfaction that DXC commercial contracting delivers. With its business partners, DXC Legal realizes more strategic, transparent, profitable contracts w/ lower risk. We streamlined & increased efficiency using creativity, teamwork, early contract risk identification and remediation that benefits both the company & our customers. Primary drivers of these great results are our data & our people.

### **Powering Business Outcomes through Strategic Supplier Relationship Management**

#### **Royal Dutch Shell**

To transform one of its strategic disciplines, Shell, in partnership with Salesforce, developed Supplier Sphere, a revolutionary digital supplier relationship platform that created a single, standardised, fully integrated and user intuitive platform for end-to-end supplier relationship lifecycle management. For the first time, data from multiple ERPs, safety, quality and external databases was centralised and coupled with collaboration tools to bridge stakeholders from multiple classes of business, geographies and functions. Sphere has enabled real, enterprise-first, data driven SRM with large scalability that has already generated significant ROI in its first year.

### **TIBCO Software Inc.: Accelerating Organizational Growth by Streamlining M&A Transactions with Malbek**

#### **Malbek**

TIBCO Software Inc., founded in 1997, is an American software company that provides integration, analytics, and event-processing software for companies to use on-premises or cloud-computing environments. It manages information, decisions, processes, and applications for 10,000+ customers. TIBCO employs about 4,200 employees, with over \$1B in annual revenue. With an M&A-focused growth strategy, TIBCO needed a scalable, AI-charged solution to streamline due diligence and contract review processes. Using Malbek's proprietary AI-core CLM platform, TIBCO accelerated their M&A transaction timeline and increased efficiency across global teams with seamless post-acquisition contract ingestion.

## Operational Improvement

### **Supplier Performance**

#### **Aramco Americas**

Aramco, with a goal to optimize its business partnerships in the Americas, analyzed and segmented its current supplier base on market complexity and value. The company developed a holistic classification of its suppliers, determining the level of criticality to Aramco's business needs and objectives. This enabled Aramco to zero in on segment-specific strategies, which opened up a range of new contracting opportunities.

Results over a one-year period: A 60% increase in agreements with suppliers compared to 2019; with more than 60,000 items now under contract; an improvement in the procurement

timeframe, from 82% to 94%; and, with KPI enhancements and continuous engagement with suppliers,

### **Accelerating Contract Transformation**

#### **Baxter International**

Positioned at the critical intersection of saving and sustaining lives, Baxter International is currently undergoing a global digital transformation. Baxter's senior leadership team focused on bringing together the right people, the right technology, and the right process to ensure the change management initiative was successful. The global implementation of the Icertis Contract Intelligence platform (ICI) helped Baxter bring operational, organization-wide efficiency and visibility, automate processes, and streamline contracting management across the enterprise, gaining unprecedented transparency into its commercial relationships and significantly reducing contract cycle times.

### **Contract Management @ Canada Post**

#### **Canada Post**

Strong supplier relationships are critical to Canada Post, which connects consumers and businesses through postal and parcel delivery services. Recognizing the value of contract management in the procurement process, we onboarded an innovative, multi-faceted solution to enhance it. The solution consists of new roles and responsibilities; standardized governance and tools; training; and an internal Centre of Excellence for continuous improvement. Following its implementation, benefits included: improved visibility into procurement; more proactive decision-making; time and cost efficiencies through standardization and automation; and improved collaboration and sharing of best practices.

## **Outstanding Cooperation & Collaboration**

### **Supplier's organization name**

[TermScout](#), [Keesal Propulsion Labs](#), [Quislex](#), [Bryan Cave](#), [LexCheck](#), [Mitratch](#)

### **Customer's organization name**

[NetApp](#), [Liberty Mutual](#), [Travelers Insurance](#), [Vonage](#), and [Code42](#)

How much time and money can be saved by reducing effort spent on review and immaterial negotiations? To tackle this question as a community, NetApp and TermScout brought together Travelers, Liberty Mutual, Code42, Bryan Cave Leighton Paisner, KP Labs, TAP, Quislex and Lexcheck. By collectively analyzing opportunities for improvement, brainstorming and sharing ideas as a group, participants uncovered substantial opportunities for enterprises of all sizes to move towards zero-friction contracting. Putting these principles to work, a subset including NetApp, Quislex, TermScout, Lexcheck, KP Labs, and TAP collaborated on a solution that saves an estimated 32% of contracting costs.

### **Supplier's organization name**

[State of Flux Inc.](#)

### **Customer's organization name**

[American Electric Power](#)

Together with State of Flux, a Supplier Management program launched at AEP with an initial goal of developing a small number of strategic suppliers. AEP needed to improve supplier collaboration and build relationships that incubate innovation and reduce risk. One such supplier, Sabre Industries, provides highly engineered structures and components to the utility

industry. Contracts with Sabre spanned 15 years, however there was a consistent challenge capturing relevant project data, understanding KPIs critical for success, and implementing methods to measure them efficiently. AEP's new approach, according to Sabre, was a game changer, as it was offered in the spirit of true partnership.

**Supplier's organization name**

[Koho Software](#)

**Customer's organization name**

[Agiloft](#)

Pepe Toriello and Marc Doucette talk with experts in contract management, including several members of the WorldCC Global Council. Each episode of Contract Heroes features a different perspective from a guest on how every organization can benefit from building better commercial relationships with vendors and customers by implementing a well designed contracting process. We focus our interviews on how can a company with no defined CM process implemented take a first step, how to manage relationships with vendors or clients more efficiently using data, and where technology can be more useful. Then we share that information to the world.

## Personal Initiative

**Adel AISHahrani**

[Aramco Americas](#)

Adel AISHahrani leads the Procurement and Supply Chain Management (P&SCM) department at Aramco Americas, the U.S. subsidiary of Saudi Aramco. Since joining the company in 2019, AISHahrani has made significant progress to optimize business and strengthen relationships between Aramco and its suppliers in the U.S. and throughout the Americas. AISHahrani has organized an effective P&SCM team, with a leadership style that builds enthusiasm and promotes excellence. A key priority is professional development, which includes coordination with WorldCC to integrate educational materials and encourage participation in certification programs.

**Angella Dikmic**

[Greater Toronto Airports Authority](#)

Angella Dikmic joined the Greater Toronto Airports Authority (GTAA) 7 years ago with a mandate to build the IT Vendor Management Office (IT VMO). She built a team with processes and tools to efficiently manage IT Contracts. Her strong vendor relationships proved invaluable during the global pandemic, with our innovative vendors implementing additional tools to respond to the changing environment during this crisis. As a credit to her personally, she is part of a cross-functional team that collaborates with other Canadian airports to leverage the strong vendor relationships and improve air travel across Canada.

**Subhrrag Mukherjee**

[Hewlett Packard Enterprise](#)

Subhrrag Mukherjee (Subhro) leads the legal support for 'Strategic Alliances' on a Worldwide basis in HPE. HPE has entered into a strategic partnership with one of the largest (Europe-based) software companies in the world wherein HPE would provide its infrastructure-as-a-service and the software company would host its applications into the integrated product which would be provided as a private cloud service offering to enterprise customers across the globe. Subhro led a difficult contract negotiation and is now providing excellent contract management and project governance support to the Account Team. He is also assisting in implementing 'Key Lessons Learnt' in project governance.

## EMEA

### Strategic Achievement

#### CCM Transformation Programme

##### Capgemini

Capgemini Group has a well-established Commercial and Contract Management (CCM) function being integrated into the business, utilising country-based teams. In January 2021, CCM function started a Transformation Program with the aim to globalize, streamline, standardize, further industrialize, and automate the processes. This initiative represents a transformative step for Capgemini CCM Function to help realize the full range of expected benefits:

- Streamlined and unified CCM service and processes
- Increased CCM coverage
- Cost saving benefits through standardization and automation
- Increased Capgemini contracts performance through stronger post-signature contract management process,

#### Contract Watch

##### Vodafone Procurement Company

Vodafone Procurement Company's digital transformation in global sourcing and procurement began nearly five years ago with the belief that autonomous sourcing would lead to the streamlining of processes, a greater reliance on hard data, and usage of artificial intelligence and machine learning to automate certain tasks to provide the best outcomes. By incorporating the artificial intelligence and machine learning capabilities of SirionLabs' smarter contracting lifecycle platform, VPC has maintained its position as a trailblazer and leader in global sourcing and procurement.

#### HS2 Rail Systems Alliance

##### HS2 Ltd

HS2 needed to develop an innovative delivery model for the rail systems scope to appropriately manage significant systems, delivery and contractual interfaces. Lessons from other major programmes informed the development of the HS2 Rail Systems Alliance. The innovative Project 13 style model was assured and endorsed by the HS2 Exec, the Department for Transport and HM Treasury, resulting in approval to commence procurement in summer of 2021. This represents one of the first Project 13 style models to be approved by the DfT and HMT, and represents a significant step forward for the industry.

### Operational Improvement

#### The EYE - Eliminating corruption in public procurement with technology and citizens engagement

##### Datanomix

The sheer volume of public procurement contracts in Kazakhstan makes them impossible to monitor for compliance & efficiency by the relevant authorities, including the Internal State Audit Committee of the Ministry of Finance (ISAC). As a result, the annual losses to the state budget were estimated at US\$470 million. The Datanomix team developed an analytical software that identifies risky tenders, and contracts, focusing that attention of auditors on items with the highest risks of non-efficient spending. Now auditors are equipped with a powerful tool that boosts their

efficiency and helps them prevent losses in procuring entities from purchasing overpriced products, saving taxpayers money.

### **Daniel Okin**

[Cabinet Office - Government Commercial Function](#)

Each year, over £50bn is spent on contracts by the central Government for goods and services across the UK through external contracts. These contracts underpin some of the most critical areas of government activity and the Contract Management Capability Programme is a training and accreditation programme, designed improve individuals skills and knowledge across the contract lifecycle. The programme provides practical and theoretical training to individuals using a systemic blend of scenario role plays, live virtual workshop plenary that is formally assessed to benchmark capability against of cross government Contract Management Standards.

### **S2C Digital & Process Transformation Design Mgr**

[Shell](#)

The challenge was clear: make it easier for our Procurement staff to generate accurate contracts fast; a true “fit for purpose” contract compiler, accessible to over 2300 CP professionals. Creating customized and compliant templates is a challenge with the variety of contracts spanning category terms for over 40 procurement types; localized terms for over 40 countries; and clauses for different types of non-technical risk. This complexity required even experienced procurement staff to consult Legal on changes. By giving them a, with SAP-Ariba co-developed, tool that empowers them to create the contracts needed, we cut review steps and drove down cycle time.

## **Outstanding Cooperation & Collaboration**

### **Supplier's organization name**

[Wipro](#)

### **Customer's organization name**

[BT](#)

BT teamed with Wipro, as an integration partner, to transform BT's group “sell side” contract governance and reporting process. This legacy system generated over 1200 spreadsheets each month and was a target for automation and integration. The jointly delivered programme (Hermes-X) provides an end-to-end capability that brings in-life contract P&L life cycle on-line. The bespoke, complex, contracts are of the highest value and risk and consequently require extra levels of monitoring. The successful collaboration using agile delivery, removed all spreadsheets within 6 months worldwide for over 300 contracts and 800 people across all functional teams.

### **Supplier's organization name**

[Hays](#)

### **Customer's organization name**

[Vodafone Procurement Company](#)

From the very start of our collaboration independent and mutual goals and desired outcomes were identified, clearly communicated and understood. Key objectives and milestones were agreed and we continuously focused on improvement via lessons learnt processes which were fed into each project. Both parties took ownership, influenced each other and built a strong working relationship with governance and communication structures at all levels and clear escalation pathways. We worked together to understand each other's priorities and change

programmes, aimed for win-win outcomes. This led to a successful MSP implementation involving 13 countries, 35 different legal entities and over 150 stakehold.

**Supplier's organization name**

[Balfour Beatty](#)

**Customer's organization name**

[Southampton City Council](#)

In 2010, Southampton City Council entered a strategic partnership with Balfour Beatty to deliver all aspects of highways maintenance management and maintenance. The multi-award winning partnership is now in its 11th year and continues to deliver excellent results through the strength of the partnership, collaborative ethos and focus on delivering great services. The partnership is widely celebrated by both SCC and Balfour Beatty as being an excellent example of a trusting, collaborative partnership between the Public and Private Sectors. This was recognised by APSE with the 2019 Best Public Private Partnership. The attached first video provides a great insight into the partnership.

## Personal Initiative

**Tamara Mackay-Temesy**

[Taylor Wessing](#)

Tamara is an associate in Taylor Wessing's Commercial Technology & Data Group and is nominated for her work with our innovation team where she heads up the Legal Design Programme. Her leadership has taken legal design at Taylor Wessing from being an interesting topic for discussion to becoming a fully-fledged fee-earning service line in under 2 years. She has led both internal and external workshops and produced legally designed documents for a range of clients.

**Dr Sam De Silva**

[CMS](#)

Sam's leadership and personal drive resulted in a world first, an international standard for the management of legal risk (ISO 31022). ISO 31022 can be applied by commercial and contract management professionals and when followed helps escalate and ensure early intervention/action on matters that otherwise might cause significant loss or disruption. Publication of ISO 31022 will directly affect many areas of commercial and contract management and covers not just legal and contractual matters but wider obligations across many critical environmental, social and commercial responsibilities - providing clarity and direction for decision makers and improving performance/outcomes.

**Katie Clark**

[ABRDN](#)

Katie has always had the approach and right behaviors to be an excellent supplier manager. Now with the skills she has taken the time to push herself and learn in the past 18 months, she now has the tool kit to ensure she is not only servicing her suppliers in an excellent way but promoting awareness of her role and the profile of contract management throughout the business. This comes with the leadership of helping grow and support the team of supplier managers, and promote awareness of the team further into the department and wider business to ensure the business works collaboratively and consistently so in order to manage suppliers throughout the organisation.

## APAC

### Strategic Achievement

**Transforming Telstra's contract management function to grow its enterprise business**

## Exigent

Telstra reimagined its contract management function to deliver more value to the business and shareholders. Using automation, offshoring and analytics, the company reduced legal costs while improving business support. The new model has been transformational—delivering significant productivity gains, earning high praise from our sales teams and receiving recognition from our executive team. Telstra partners with Exigent to maximise leverage and create valuable capacity for the legal team. Telstra also leverages Exigent's analytics and AI expertise to surface insights from contract data that fuel decision-making and positions the legal team as a valuable business partners.

## **Schedule of Rates Cost optimization implementation through Zero based Approach for Faster, Safer and Cheaper delivery**

[Meinhardt EPCM \(India\) Private Limited, Bangalore, Karnataka, India](#)

In today's competitive world and challenging industry, it is difficult to complete project with budget constraints, risk of cost over run and delays. Such issues faced even by our organization until last year where I have taken up this challenge to implement alternative fit to purpose solution with Zero-based mindset and SOR tendering to get target Cost savings.

In this zero-based implementation of bottom-up logic optimizing three main factors-Material, Labour and Productivity and the result enhanced the organization's reputation. Greater than 10% cost savings with project award completed with reduced tendering time of around 40%. The biggest advantage is that this model is scalable.

## **School Bus Transport Re-tender**

[Ministry of Education](#)

The Ministry of Education procures transport services for students so distance from school is not a barrier to learning. When it was time to go to market, the Ministry listened to feedback that a 'traditional' open competitive tender of bundled routes would disadvantage small regional operators. The procurement team developed an innovative two-tender process that enabled suppliers to compete for routes in their local communities, at a time when COVID-19 was putting their livelihood at risk. The Ministry's process supported broader outcomes by encouraging suppliers to reduce their emissions, focus on driver welfare, and understand and support public value goals.

## Operational Improvement

### **Creating a multi-geography standardized contracting solution for a Fortune 500 company**

[Nexdigm Private Limited](#)

We revamped the contract management process for a Fortune 500 company. Earlier, the company had many decentralized processes across geographies and business verticals, which involved non-uniform standards and manual processes. We transitioned from a person-dependent to a highly process-dependent model, utilizing LEAN Six Sigma methodology and automation. The new contract management process delivered a 60% reduction in average end-to-end contracting cycle times, a significant reduction in time spent by the company's in-house legal team, and facilitated better management control and oversight.

## **Tarun Sharma**

[Evalueserve](#)

Evalueserve is in business of providing data analytics, research, and subscription services. Recovery from Covid pandemic and surge in economic activities resulted into more business for Evalueserve which consequently increased the work for the legal team based out of India. To



counter this challenge Law Leadership undertook significant measures by leveraging technology and human efforts which produced great results in terms of reduced manhours, creating client value, cost savings and other outcomes. These measures are still underway to further reduce human efforts in legal work and to increase efficiency and productivity.

### **Transformation of New Zealand Construction Subcontracting Process**

[Armstrong Downes Commercial 2012 Limited and LawHawk Limited - Joint Submission](#)

Armstrong Downes Commercial and LawHawk have created an automated solution for drafting, negotiating and signing their subcontracts. A process that would often take 4 weeks or longer, can now be done in 1 hour. The new process has saved time and cost, enabled better relationships with subcontractors, removed risks of cost blowouts arising from materials price increases during the period of delay and generated a lot of contract data. It has also created confidence to automate other processes, such as employment.

## **Outstanding Cooperation & Collaboration**

### **Supplier's organization name**

[IBM](#)

### **Customer's organization name**

[AusNet Services](#)

In late 2020 AusNet Services (AusNet) embarked on a journey kicking off a dedicated program with a clear focus and mandate to put in place a commercial agreement with a strategic partner to manage AusNet's digital project delivery services.

The Partner for Change program's key objectives were to improve and increase delivery capability, capacity, efficiency and culture.

The program has succeeded in establishing this commercial agreement with IBM Australia Limited in less than nine months with a bespoke multi phased, collaborative and robust process that redefined the true sense of partnership.

### **Supplier's organization name**

[Law, Innovation, Technology & Entrepreneurship Lab \(LITE Lab\) at University of Hong Kong](#)

### **Customer's organization name**

[FedEx Express](#)

LITE Lab@HKU is an interdisciplinary and experiential programme from University of Hong Kong whose Lawtech & Regtech Sandbox invites organisations to co-design proof-of-concept solutions with our students to solve their real-world problems. Collaborating with FedEx Express's multi-jurisdictional legal department in a win-win proposition, LITE Lab's students learn invaluable design thinking, project management and tech skills while addressing the corporate bottleneck due to time, budgetary and human resources constraints by using already licensed Microsoft no/low code automation tools to improve clients' accessibility, enhance the inhouse team's efficiency and obtain data-driven insights.

### **Supplier's organization name**

[LawHawk Limited](#)

### **Customer's organization name**

[Armstrong Downes Commercial 2012 Limited](#)

Armstrong Downes Commercial and LawHawk, with support from Master Builders New Zealand, have collaborated to create an automated solution for drafting, negotiating and signing ADC's subcontracts, further enhancing ADC's relationships with their subcontractors and saving substantial time. A process that would often take 4 weeks and sometimes up to 10 weeks, can

now be done in 1 hour. The solution has created substantial value for both parties and ADC's subcontractors, and can also be extended to the wider construction industry. In an industry traditionally dogged by low trust and win-lose mindsets, this relationship shows what is possible in true collaboration.

## Personal Initiative

### **Anirudh GR**

#### Capgemini

As a winner of the IACCM Leaders of the Virtual Future 2020, APAC, Anirudh G R has shown exceptional growth, driven multiple initiatives, taken on the baton of mentoring and guiding the new resources within the team. He demonstrated the grit, determination and ability to achieve great things within the CCM Community, coupled with his enthusiasm and readiness to prepare the next generation of CCM professionals, and improve the working environment with the use of technology, his unique approach to problems, resulting in a leaner, more efficient and healthy business environment benefiting both Capgemini and its Clients. He is well recognized by stakeholders for his contribution in CCM area.

### **Clark Guo**

#### Ministry of Education

Clark Guo has been instrumental in strengthening Te Tāhuhu o te Mātauranga (the Ministry of Education's) Southern Infrastructure Procurement team's relationship with our Delivery team. Clark's strong commercial experience, collaborative engagement approach, and proactive strengthening of relationships with key internal business partners has directly led to these two teams now working together as one team, which benefits the Ministry, the schools we build, and the communities in which Te Tāhuhu o te Mātauranga operates.

### **Dr. Andrew Jacopino**

#### NGAMURU ADVISORY

Dr Andrew Jacopino was engaged as a Subject Matter Expert to support the inclusion of a contemporary Performance Management Framework (PMF) within the Department of National Defence of Canada Future Aircrew Training Program, a very large, long-term government program to renew aircrew training services. The delivery of the PMF is recognized by stakeholders as a cornerstone of the program's ability to deliver long-term benefits to Canada as part of "formal relational contract". This would have not been possible without Dr Jacopino's leadership and ability to work with a wide variety of stakeholders, despite his location half a world away.

## GLOBAL

## Delivering Social & Economic Benefit

### **PSBA WebSafe**

#### British Telecom

PSBA WebSafe provides digital wellbeing and cyber security for learners in Wales, providing schools, further and higher education institutions with enhanced internet safety. Through WebSafe, schools across Wales have increased digital protection for their pupils. The service allow schools to manage the risks associated with internet usage and safeguard pupils by identifying inappropriate online content.

## **AgriPhotoVoltaic**

### [Enel Green Power \(EGP\)](#)

Program focused on the possibility to make agricultural activities coexist with utility-scale solar plants, thus improving sustainability of land use. This worldwide program involves nine testing sites in Europe and in Australia, with different technologies and layouts, and is allowing a massive data collection about the interaction of the agro-zootechnical solutions with daily operation of large solar farms. Enel is promoting a multi-stakeholder approach, evaluating new and sustainable business models, involving local farms and communities with the aim to foster a diversified land use, improve ecosystem services and create shared value.

## **Contracting Emissions**

### [Spend Network](#)

Contracting Emissions is a platform that takes open data on public contracting and applies an estimated carbon value to each public contract. Contracting Emissions allows governments to plan for and execute sustainable purchasing programs across all sectors and categories.

## **At the Forefront of Generating Positive Cultural, Economic, Environmental and Social Outcomes through Procurement**

### [Ministry of Education, New Zealand](#)

The Ministry of Education's Northern Infrastructure Procurement team was eager to generate positive cultural, economic, environmental, and social outcomes through procurement long before the New Zealand Government required all government agencies to do so. When broader outcomes were introduced, the team were proactive in their efforts to understand how best to achieve overall social value. As a result of the team's eagerness and proactivity in the broader outcomes space, they have become a leader amongst government agencies. Their strategies are delivering public value and are also setting an example for other Agency teams to take inspiration from.

## **Sustainable Outcomes Toolkits and Guidance: grassroots indigenous businesses achieving social and environmental impact**

### [Height Project Management with Auckland Council and Te Puni Kōkiri](#)

In New Zealand, and globally, Government procurement is increasingly recognised as a lever to drive social and environmental outcomes. As an indigenous-owned business we are motivated to support other indigenous (Māori) businesses. Māori have poorer economic, housing, education and health outcomes than other New Zealanders and investing in Māori business is a key lever to address the imbalance. We are delivering sustainable procurement that is led from the grassroots-up – and from the top down. We help indigenous businesses secure Government contracts and create toolkits for Government agencies to embed sustainable outcomes into their contracts. The gold is in the middle.

## **Transformation of New Zealand Construction Subcontracting Process**

### [Armstrong Downes Commercial 2012 Limited and LawHawk Limited - Joint Submission](#)

Armstrong Downes Commercial and LawHawk, with support from Master Builders NZ, have created an automated solution for drafting, negotiating and signing their subcontracts. A process that would often take 4 weeks or longer, can now be done in 1 hour. As well as time savings, the new process enables better relationships with subcontractors and removes risks of cost blowouts arising from material price increases during the period of delay. By using an industry-standard contract form, and software that anyone can afford and use, ADC and LawHawk have created a solution that the wider industry can use and expand upon. It is also a further step to a joined-up construction sector.

