

Precise Consultants were facing a business risk due to a time-consuming contract creation process and high volume of unsigned contracts. Since implementing Kyloe AwesomeDocs they are generating contracts 10 x faster.

## Background

Precise Consultants are experts in offshore freelance hydrographic survey, inspection, ROV, cables and marine recruitment for oil, gas, energy, and renewables.

They had already made the move across to Bullhorn when we met with them, however their CRM was being severely under-utilised and they had never really got to grips with just how powerful it could be for them.

## Challenges

A large percentage of Precise Consultants business is contract based. To take the business to the next level, they needed to streamline and reduce error in what was a very manual process of contract approval.

Their contract processes involved a lot of time-consuming data entry into several different systems resulting in lengthy contract approval times for consultants and contractors.

As a result, Precise Consultants were finding they had a lot of unhappy staff members on their admin team. Derya Aydogan (Business Operations Manager, Precise Consultants) told us that *"They were basically overloaded with a lot of manual work for generation of contracts. Our admin teams would generate a manual contract and purchase order, taking around 40 minutes in total."*

*"Also we had a lot of unhappy freelancers because this would mean that they would have to download contracts, scan in, sign it, and send it back to us. We had a lot of unsigned contracts which is a risk for us as a business."*

**" To describe the ROI on Kyloe AwesomeDocs - the benefits far outweigh the spend. To anyone thinking about Kyloe AwesomeDocs - you're losing money, you're losing time - get your company Kyloe-d because they're amazing!"**

Derya Aydogan, Business Operations Manager, Precise Consultants

## Key objectives

- Streamline manual processes involved in creating contracts
- Eliminate errors when creating documents
- Reduce time-consuming data entry
- Speed up contract signing and mitigate risks associated with unsigned contracts

## The Kyloe solution

After meeting Kyloe at a Bullhorn event it was clear that change was needed. Kyloe quickly implemented Kyloe AwesomeDocs with DocuSign into Precise Consultants' Bullhorn system enabling the whole contract approval system to become automated.

**"We've managed to get the contract generation down to four minutes with Kyloe AwesomeDocs and DocuSign - 10 times faster than before"**

Derya Aydogan, Business Operations Manager, Precise Consultants

## The result

Implementing Kyloe AwesomeDocs has resulted in internal processes and workflows becoming much faster for Precise Consultants. *"We've managed to get the contract generation from 40 minutes down to four minutes with Kyloe AwesomeDocs and DocuSign - 10 times faster than before"* Derya told us.

*"The service that we receive from Kyloe Partners is absolutely amazing. To describe the ROI on Kyloe AwesomeDocs - the benefits far outweigh the spend. To other people thinking about using Kyloe AwesomeDocs - you're losing money, you're losing time - get your company Kyloe-d because they're amazing!"*

Not only did it make Precise Consultants much more efficient, but as a result they also saved the cost of two admin roles.

**Want more? Click to watch the case study video**



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