**VZ - Launched Contract Life Cycle Management Application & reduced contract closeout time by 40% for B2B customers of a $175B Technology Firm**

**Business Challenge:**

* Our client – **a fortune 100 $175B technology firm** wanted to solve the following business challenge
  + B2B customers of our client were using spreadsheets to manage their B2B contracts, and this was leading to **operational delays in contract closeouts**, thus **negatively impacting revenues**.
  + Our client wanted to devise and launch contract life cycle management software for B2B customers to help them reduce their contract closeout times

**Business Requirements:**

* Our client was **looking for a Sr. Salesforce Architect - Consultant** that could address the following requirements
  + Leverage the Apttus Application (OTC Contract Lifecycle Mgmt.) and integrate it with the **Salesforce Cloud** and make it available to all B2B customers
  + Spearhead a hybrid (onshore & offshore) team of **25 developers** and ensure successful launch of this solution for all B2B customers

**Our Approach & Solution:**

* Creospan provided 6 Consultants - 1 Sr. Salesforce Architect + 5 Developers
* **Team Size – 1 Creospan Sr. Salesforce Architect + 5 Creospan Developers + Team of 20 onshore + offshore developers made available by client**
* Our consultant adopted the following approach for this client
  + **Deep Dive sessions** 
    - We interviewed business and technology stakeholders to dive deeper into the vision, business strategy, user needs and challenges
  + **Solution - Architecture Development**
    - Our consultant developed an architecture to integrate Apttus (Off-the-shelf Contract Life Cycle Management) application with Salesforce Cloud and our client’s existing system
    - This architecture was presented to internal teams and optimized to ensure it meets business and technical requirements
    - We developed a detailed implementation and rollout plan by collaborating with cross-functional teams such as Product, Business, Technology, Operations
    - **Over the period of the next 11 months, our consultant spearheaded a team of 25 developers and executed the rollout of this application for B2B customers**
    - The rollout of this solution resulted in a **40% reduction in contract closeout time** for our client’s B2B customers thereby accelerating contact closures and enhancing business revenues

**Business Benefits**

* + **New Stream of Revenue through sale of Contract Life Cycle Management Tool**
    - The timely launch of this solution is expected to generate **$30M in the ARR for the first year and $5B for the next 5 years**
  + **Efficient Contract Management Tool for B2B Customers**
    - The rollout of this solution resulted in a **40% reduction in contract closeout time** for our client’s B2B customers thereby accelerating contact closures and enhancing business revenues for our client’s B2B customers

**Skill Set:** Salesforce, Apex, Java Script

**Consultant for this case study: Manohar Pilla (Sr. Salesforce Architect VZ)**

**\*\* Note: Number listed in this case study are an estimate and were not made available by the POC**