

## Case study

# How a change in contract management fostered better control and collaboration



MSD is a premier research-intensive biopharmaceutical company providing products and services that save and improve lives around the world. In a highly regulated industry, staying on top of contractual obligations and liabilities is paramount.



Elizabeth Hondius, Director Legal & Compliance, MSD

### Contract management used to be a challenge for MSD

For Elizabeth Hondius, getting her hands on a specific contract used to be next to impossible. Her database wasn't user-friendly and it took her too much time to track down information. To complicate matters, different departments were managing their own contracts, but Elizabeth had little oversight once the contracts were approved. When MSD merged with another company – and along with it another complicated database - Elizabeth knew it was the right time to implement a single cloud solution to manage all the contracts across her division.

### Now with Legisway Essentials, control and collaboration go hand-in-hand

Together with the Legisway Essentials team, Elizabeth automatically migrated contracts from her various databases into a single repository, set up a structured way of managing contracts and gave access to department heads to work independently. Now all her contract data is at her fingertips and the legal team can retain oversight without being a bottleneck. Department heads are empowered to be more self-sufficient and Elizabeth can get back to more important work, like managing risks and opportunities in the contract portfolio.

*"In the past, we used an old database that was difficult to use for non-IT people. I could never find contracts when I needed to. I always had to call on help from my paralegal. Now, with Legisway Essentials, we have over 6000 contracts and it's so intuitive - I can find anything!"*

### Getting started with Legisway Essentials was easy

Merging two inefficient databases could have been a nightmare. Luckily, with Legisway Essentials, Elizabeth was able to partner with a consultant to migrate all her contracts and legal information quickly.

*"Since Legisway Essentials is a fully managed, cloud-hosted solution, I didn't have to convince anyone other than IT to start using it. Since data is stored on Legisway Essentials it means no extra work for our IT. Combine that with the cost, top level data security and positive stories I had heard from other users and it was the easiest technology buy we've made!"*

### Legisway Essentials adds value

Before Legisway Essentials, Elizabeth was constantly answering administrative requests from different departments. Now, she gives colleagues access to Legisway Essentials and they can do it themselves. With all her legal information in one system, she has scraped her old spreadsheets and uses Legisway Essentials for entity management and corporate housekeeping too.

*🗨️ Different departments do a lot of contracting. With Legisway Essentials they don't need help from my paralegals, they can do it themselves. That saves them time, and let's us concentrate on other tasks. 🙏*

Elizabeth Hondius

### The bottom line: the organization is empowered so legal can focus on what matters

Thanks to Legisway Essentials, Elizabeth has been able give her colleagues access to manage contracts while she retains oversight and control. Not only has it improved productivity for everyone, but it has allowed her to shift focus from functional tasks to providing more strategic value.

Discover how Legisway Essentials can work for your business.

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