

# CASE STUDY

Volody's AI-Powered CLM Software solves contracting issues for one of India's largest property developer.

## The Client

The client has been an insignia of trust, transparency, cutting-edge technology & differentiated service in the Real Estate sector.



**₹ Rs 4,300 cr+**

Net revenue for the fiscal year 2022-2023



**\$ 5.8B+**

Market Capital as of 15th march 2024



**40+ years**

of commitment to providing the best infrastructure



**1200+**

employees dedicated to providing seamless service

## Objectives

One of the largest real estate developer in India, partnered with Volody to improve its contract management processes. Facing manual contracting challenges and lacking a fixed approval workflow, the client sought a solution. Volody's AI CLM software digitized the contracting process, integrated smoothly with Salesforce & SAP; and provided customizable template approvals. This resulted in streamlined operations, reduced errors, & improved compliance. Within 2 months, the client implemented CLM into their commercial leasing sector.

## Challenges

- 1. Data Inaccuracy:** Data entry across multiple business systems done manually leading to an error-prone process
- 2. Highly Variable Contracts:** Custom agreements to be created based on project name, unit, floor, price & more.
- 3. Data Redundancy:** Data being fed across all business systems multiple times leading to duplicate data entry.
- 4. Lack of Central Repository:** Tracking of all agreements done manually on spreadsheet causing data loss.
- 5. Unstructured Workflow:** Lack of a structured process for contract approval leading to confusion & delays.



# Requirement

After evaluating multiple vendors, the client chose Volody as their contracting partner. Volody interviewed the legal team to understand their process and pain points to develop a tailor-made solution to meet their needs. After numerous discussions, we configured our AI CLM tool with the following features:

- 1 Digitization of Entire Process**  
Digitized the entire contracting process from contract creation to execution.
- 2 Template Approval Process**  
Template approvals were configured reducing turnaround time and ensuring compliance.
- 3 Advanced Obligation Management**  
Customized MIS reports & obligation dashboards, to track price escalations and missed deadlines.
- 4 Seamless Integration with 5+ Systems**  
Integrated with SAP, Salesforce, Laser Fiche, Vendor Globe and barcode integration, along with contract formatting, & annexures customization.
- 5 1-Click Document Generation**  
Volody provides a flexible forms to create documents like: cash flow statements, rent invoices, along with a real-time dashboard.

# Results

- Accelerated contracting cycle from creation to execution.
- Post Implementation, all contracts of the client were managed on Volody's CLM platform.
- Automated manual tasks like contract creation, email reminders & more.
- Integrated across all business systems to ensure smooth movement of data.
- Created customized MIS reports, increasing contract visibility.
- Improved communication between legal & business teams to reduce errors & delays.
- Streamlined contract storage & tracking post execution for improved risk control.

**17,000** | Total number of contracts managed via Volody's AI-powered CLM.

**117+** | Custom templates created with configurable workflows

**70%** | Increase in Productivity after implementing Volody's AI CLM tool

# Why Volody

## Superior Customer Support

By working with diverse customers facing similar challenges, we gain valuable insights from a wide range of customer base thus helping us provide with superior customer support.

## Enhanced Performance

Experience reduced latency, resulting in a smoother & more efficient user experience, thereby promoting increased user adoption.



## Flexibility and Customization

Quickly fine-tune and adapt our CLM to meet the unique business needs of each customer, embracing agile customization to ensure a tailored solution.

## Scalability

Empower efficient handling of large contract datasets without compromising performance, accommodating growth as needed.

## Faster Development Cycles

Facilitate the rapid delivery of innovative features & functionalities, ensuring that we meet the evolving needs of customers through frequent software updates.

