



Balfour Beatty

CASE STUDY

DOCUMENT CRUNCH & BALFOUR BEATTY

SCALING FROM \$400M TO \$1B WITHOUT
ADDING LEGAL HEADCOUNT

As one of the nation's largest builders, Balfour Beatty must balance speed, scale, and risk across hundreds of complex projects. For Jeff Brannen, Chief Legal Officer-Texas/Arizona, that means ensuring contracts are understood, risks are managed, and project teams can operate with confidence, all without stretching his time and limited legal resources. To meet these demands, his division adopted Document Crunch to streamline contract review, empower teams, and create consistency across projects.



The Challenge

Rapid growth and increasing contract complexity exposed needs in Balfour Beatty's legacy processes:

- Contracts required days of manual review, often by personnel without deep legal expertise, or by highly trained legal staff who had limited time.
- Claims and disputes threatened margins and outcomes.
- Training new managers was slow and heavily dependent on experts' time.

"Back when the project team was doing this without a tool like Document Crunch, it could take days, and that's if it even got completely done. People get distracted, other priorities would come up, and honestly, they didn't always know what they were looking for in the contract."

Jeff Brannen
Chief Legal Officer - Texas/Arizona
Balfour Beatty



The Solution

In 2020, Jeff implemented Document Crunch into contract negotiations and project workflows, making it both an operational tool and a training resource.

1

Scaling Without Hiring: Document Crunch enabled triple revenue growth over three years without hiring additional headcount.

2

Collaborative Reviews that Transfer Knowledge: Teams analyze contracts with Document Crunch and review them with Jeff, which provides hands-on training, contract literacy and reduces reliance on senior counsel.

3

Proactive Risk Management: Document Crunch highlights key risks and compliance issues via solutions like Checklists, Playbooks, and Chat that teams can consistently reference during projects.

4

Procore Integration: Document Crunch helps ensure compliance during construction by providing Chat and Notice Builder within Procore.

5

Security Benefits: Unlike external AI tools, Document Crunch offers a secure environment that protects sensitive contract data.

6

AI Partnership and Future Potential: Document Crunch is a strategic partner helping Balfour Beatty lead in applying AI to construction.

The Results

DOCUMENT CRUNCH & BALFOUR BEATTY



The Results



SCALABLE GROWTH WITHOUT HIRING

Revenue has nearly tripled from \$350-\$400M in 2022 to nearly \$1B today, while staffing and legal headcount stayed flat.

ROI Impact: Hundreds of thousands in avoided labor costs by eliminating the need for additional in-house or outside legal hires

"I've never heard anyone say grow over a half a billion dollars without a lawyer. For Balfour, it's been possible, in part, because I'm using a tool that streamlines our process and reduces risk."



RISK REDUCTION AND AVOIDED DISPUTES

- Counterparties have acknowledged improved compliance. Our client's lawyer went back to their PM and said, "This is the first time we've ever had somebody actually follow everything under the contract. What do we do?" The PM said, "I think we agree to pay them."
- Early risk identification has helped Balfour Beatty avoid disputes: "If you understand your risk, you can mitigate around it. Document Crunch gives our project teams the ability to understand their risk better."

ROI Impact: Avoided litigation and disputes equate to potentially millions in savings in legal fees, claims, and settlements.



CONTRACT REVIEW EFFICIENCY & KNOWLEDGE TRANSFER

- 50% reduction in review time - cut from a full day or more to half a day
- Lengthy, siloed, days-long analysis was replaced by focused, collaborative two-hour meetings.
- Built-in training accelerates project manager development and reduces reliance on legal counsel's time.

ROI Impact: Hundreds of hours saved annually, faster onboarding of new project managers, and improved contract literacy across the team

"Instead of spending hours reading the contract, I can have the project team use Document Crunch for the initial analysis, then we review together. This becomes a teaching opportunity about what's important in the contract and shortens my time and their time."

Conclusion

Balfour Beatty's adoption of Document Crunch demonstrates how an AI-powered risk reduction platform can transform construction at scale. By empowering project teams to manage contract complexity independently, while ensuring legal oversight and data security, the company achieved remarkable growth without proportional increases in legal staff.

This partnership continues to drive efficiency, reduce risk, and spark innovation—showing how AI is setting a new standard for contract and document management in construction.

See what Document Crunch can do for you:
DocumentCrunch.com/demo