



Streamlining Negotiations with General Contractors and Beyond



“ Document Crunch is a force multiplier. It allows us to save time, reduce costs, and approach contract management with newfound confidence. Our clients recognize the value too, as negotiations are now quicker and less confrontational. -Coe Norton, Senior Project Manager

DANT CLAYTON
The Next Level

Company: Dant Clayton

Headquarters:
Louisville, Kentucky

Average Projects Annually:
150

Before

DOCUMENT CRUNCH

The Dant Clayton contract review team consists of 10-12 team members, with each relying on their own individual methods and tools. This decentralized approach led to inconsistencies, inefficiencies, and heightened risks due to the higher potential for overlooked provisions. The time was ripe for streamlining their contract review process.

The team worked hard to manage contracts but faced challenges without a formalized review process. They relied on an Excel-based checklist to track key provisions, which, while helpful, occasionally missed critical details. Contract reviews often required significant time and effort, taking up to three hours per document. This manual process stretched team resources and took away from higher value tasks.

Certain provisions, like indemnification clauses, posed additional complexity and frustration. These clauses, often dispersed throughout contracts, were time-consuming to identify and interpret, making it difficult to fully assess their impact. While the team was committed to mitigating risk, the tools and processes available at the time made it harder to work as efficiently and effectively as they would have liked.

After

DOCUMENT CRUNCH

Document Crunch has helped the Dant Clayton team significantly improve their contract review process, reducing the time it takes from three hours to just 45 minutes per contract. For their 11-person team, this improvement saves 25 hours each week, allowing them to spend more time on strategic, value-driven tasks.

Features like the AI-powered Chat, and Playbook summaries have been particularly helpful in navigating complex provisions, such as indemnification clauses. Document Crunch ensures these critical details are identified no matter how they appear in the contract, while Chat can provide clear guidance on making clauses more balanced and manageable. This streamlined process gives the team confidence and peace of mind, knowing they're addressing key risks effectively.

The benefits extend beyond internal operations, with positive impacts on client relationships. The ability to share annotated, searchable PDFs simplifies negotiations and enhances clarity, helping clients understand proposed modifications more easily. One client even remarked how Document Crunch made collaboration seamless and transparent, leading to a higher acceptance rate of proposed modifications.

“ In the past we were copying a page full of provisions and putting them into our own version of a Playbook. Now, with the CrunchAI™, it automatically summarizes what we need. It's worth its weight in gold.

Cost Savings and Strategic Focus

After securing the contract, it was handed off to the project managers overseeing each respective project. Document Crunch proved to be a game-changer, reducing the time required to review obligations from three hours to just 45 minutes per document. This efficiency resulted in a collective time savings of 25 hours per week. Now, it only takes 8 hours per week across their 11 contract reviewers. By leveraging Document Crunch's customizable Checklists, which included 45 standard key provisions tailored to their specific needs, along with AI-generated summaries, the team could quickly assess risk and identify their obligations. This streamlined approach allowed them to get up to speed faster and focus on delivering results more efficiently.

Improved Risk Management

Previously, the team didn't have a formalized review process but relied on an Excel document with a top-five checklist for each category of review. Managing multiple simultaneous bids often led to oversights on things the team thought were minimal risk but turned out to be more important than they originally realized. The tailored and customizable checklists solved this challenge by codifying the review process and ensuring nothing important was overlooked. Now, all key provisions are captured in a standardized way, eliminating missed risks and providing clarity for every review.

This transformation has not only improved the accuracy of contract reviews but has also become a valuable learning experience for the team. What might have once seemed like minimal risk is now carefully assessed and better understood, fostering professional growth and enabling the team to navigate contracts with greater expertise and confidence.

Elevated Team Collaboration

By fully digitizing the review process, the platform has eliminated the need for desk-side meetings and lengthy email exchanges. Team members can now work together seamlessly in a centralized system, accessing and annotating contracts in real-time from any location. This remote collaboration ensures that input is provided efficiently, no matter where team members are located, enhancing both productivity and cohesion.

Additionally, the streamlined workflows facilitated by Document Crunch have fostered a more inclusive approach to contract management. All team members, regardless of role or seniority, can contribute meaningfully to the review process, creating a unified and efficient system that drives better results across the board.

Contract Education

Tools like AI-generated Playbook summaries and the interactive Chat feature provide clarity on even the most challenging provisions, empowering users to decode and navigate contracts with confidence. This enhanced understanding has allowed the team to propose balanced revisions, ensuring every contract is reviewed with consistency and thoroughness – a process recognized and appreciated from the General Contractor's Dant Clayton works with.

The platform also creates a safe and supportive learning environment, particularly for junior staff. The Chat feature supports conversational inquiries, enabling users to ask targeted and general questions, and receive immediate, clear answers without hesitation. By removing the intimidation factor of contract review, Document Crunch helps team members at all levels build confidence and expertise, fostering a culture of growth and continuous learning.

“ Our cost savings have gone through the roof with this implementation. We are saving even more than what we estimated we would originally.



**Get a
Demo**



**of Document Crunch to
experience why Dant Clayton
recommends it.**