

**CASE STUDY**

Accelerating Contract Closures Through Structured E-Execution Management

Client Profile

A global enterprise managing a high volume of customer agreements across multiple jurisdictions, requiring timely execution to activate commercial engagements and revenue streams.

As deal velocity increased, the Client required a structured and controlled framework for routing, executing, and tracking agreements digitally.

The Business Challenge

While contracts were being negotiated and finalized efficiently, the execution stage created operational delays due to:

- Manual routing of agreements
- Lack of centralized execution tracking
- Delayed customer follow-ups
- Limited visibility into pending signatures
- Inefficient coordination between legal and business teams

Execution bottlenecks were slowing revenue realization and increasing administrative burden.

The Client needed a reliable, governance-driven e-execution process with clear tracking and accountability.

AEREN LPO's Intervention

AEREN LPO established a **centralized Contract E-Execution Desk**, managing the complete digital execution lifecycle using the **DocuSign platform**.

We did not simply circulate agreements – we owned the execution process end-to-end.

Our Structured Execution Model

Controlled Agreement Routing

- ✓ Verified final execution versions
- ✓ Confirmed authorized signatories
- ✓ Structured signature blocks accurately
- ✓ Routed agreements through DocuSign for secure execution

Version control and accuracy were ensured before dispatch.

DocuSign-Based Digital Execution

Using **DocuSign**, we:

- 01 Sent agreements to internal and external signatories
- 02 Monitored signature progress in real time
- 03 Managed reminder schedules
- 04 Resolved execution errors or rejected signatures
- 05 Ensured legally compliant digital signatures

This eliminated manual coordination gaps.

Centralized Execution Tracker

AEREN LPO maintained a live tracker capturing:

- ✓ Agreement name and counterparty
- ✓ Date sent via DocuSign
- ✓ Internal and external signature status
- ✓ Aging analysis
- ✓ Follow-up dates
- ✓ Final execution completion date

No agreement remained unattended or untracked.

Weekly Reporting & Escalation

We delivered structured weekly reports including:

- ▶ Execution status summary
- ▶ Pending signature analysis
- ▶ Aging agreements dashboard
- ▶ Escalation recommendations

This enabled proactive business follow-ups instead of reactive chasing.

Results Delivered

- 01 **Accelerated Execution Timelines**
Reduced the gap between final negotiation and signed agreement.
- 02 **Improved Revenue Activation**
Deals moved to implementation faster due to timely execution.
- 03 **100% Status Visibility**
Business teams gained clarity on pending and completed agreements.
- 04 **Reduced Administrative Burden**
Internal teams were freed from manual tracking and follow-ups.
- 05 **Stronger Governance & Audit Readiness**
Executed agreements securely stored and systematically maintained.

Strategic Impact

The Client transformed contract execution from a fragmented administrative function into a structured, revenue-enabling operational system.

Instead of chasing signatures, the organization gained:

- ▶ Predictable execution timelines
- ▶ Transparent reporting
- ▶ Controlled digital governance
- ▶ Reduced operational friction
- ▶ Improved stakeholder coordination

Why AEREN LPO

Execution is the final step that unlocks commercial value.

AEREN LPO delivers:

- 01 DocuSign expertise
- 02 Structured execution governance
- 03 Real-time tracking discipline
- 04 Escalation management
- 05 Business-aligned reporting
- 06 End-to-end execution ownership