

## Case Study



### Employbridge Standardizes Contracting Across 300+ Branches with IntelAgree

*"The number of people who came to me afterwards and said that they had never seen a smoother launch was incredible. They were genuinely surprised that we got no pushback from sales when we launched IntelAgree."*

- Cornelia Mallory, Deputy General Counsel and Vice President of Contracts, Employbridge

#### Company

Employbridge is the largest industrial staffing firm in the United States, providing workforce solutions across manufacturing, logistics, transportation, and energy sectors. Headquartered in Atlanta, Georgia, the company operates over 200 offices nationwide and places more than 225,000 associates annually.

#### Overview

When Cornelia Mallory, Deputy General Counsel and Vice President of Contracts at Employbridge, joined the company four years ago, the largest industrial staffing firm in America had no centralized way to locate its contracts. Agreements spanned hundreds of branches, thousands of clients, and a geographically dispersed sales organization — yet they were stored in disparate systems with no single source of truth.

Contract volume had outgrown Employbridge's existing infrastructure. Sales teams relied on Word templates saved to individual computers, while executed agreements accumulated across Salesforce, SharePoint, and other systems as the business expanded. Two administrators worked behind the scenes to track down and

#### Key Results

- Centralized 30,000+ documents into a single searchable repository
- Built approximately 40 full and partial templates to standardize agreements across 300+ branches
- Enabled 300+ users to self-serve contracts across sales, finance, and legal

organize contracts across a rapidly growing network of branches. Mallory recognized the need for a purpose-built solution — one that could integrate with existing systems and scale with the business.

With IntelAgree, Employbridge centralized more than 30,000 documents into a single searchable repository, built approximately 40 full and partial templates that standardized agreements across the entire country, and gave its 300-plus users a system that sales, finance, and legal now rely on every day to generate, track, and manage agreements.

## Challenges

- Contracts scattered across individual computers, SharePoint, and CRM systems with no central repository
- Inconsistent Word templates with broken drop-down fields, producing error-filled signed agreements
- Manual admin effort required to locate and retrieve contracts across disconnected systems

## Solution

### One Searchable Home for 30,000+ Contracts

When Mallory joined Employbridge, the company's contract infrastructure was held together by manual effort and goodwill. With more than 300 branches across the country, there was no guarantee that a signed agreement from any one of them had been saved in a place a colleague could easily find it.

The first order of business was bringing everything into a single location. As part of the rollout, IntelAgree's implementation team handled the consolidation, uploading historical agreements from every system. Employbridge's legal team could identify and tagging them for search. "We had IntelAgree's implementation team upload about 10,000 contracts into the system and tag them for us. And so, fairly quickly, it became our repository," Mallory said.

From that starting point, Employbridge has grown its repository to more than 30,000 documents, accessed by more than 300

people across sales, finance, and legal. New hires landing in unfamiliar territories can request predecessor agreements through a standard service-desk ticket instead of tracking down the prior rep. "We know where all the documents are," Mallory said. "If it's a new client, we don't have that crazy run around trying to figure out what's going on."

The platform's search capabilities extend into compliance as well. "I had an ITAR question the other day and I could tell them how many contracts contained ITAR language," said Mallory. "Being able to have that kind of information is new to me and I really appreciate it."

### Empowering Sales Without Losing Control

Before IntelAgree, Employbridge's sales team worked from Word templates stored on individual computers, with drop-down fields that were easy to miss and easier to break. If a salesperson needed something outside the standard options, they submitted a help desk ticket and waited. There were no built-in guardrails, no approval workflows, and no reliable way to know whether a contract reflected current, accurate terms once it went out the door.

Mallory and her team built approximately 40 full and partial templates in IntelAgree, covering Employbridge's core agreements and their many variations. Each template requires sales to answer a structured set of questions before a contract is generated. "I was super excited about the contract wizard, and it is still my favorite feature," Mallory said. "We have empowered the sales team to still do all of the things they were doing with the templates, but now they have to answer those questions to generate a contract. And they generate and

send contracts without our department being involved every single day.”

The go-live went smoothly, something Mallory credits to executive buy-in, deliberate super-user training, and the simplicity of the system itself. Securing senior leadership support ahead of rollout removed any ambiguity about whether adoption was optional. “We had no issues,” said Mallory. “It really is an easy system to use, so there was no pushback.”

Today, the platform sends hundreds of contracts per month without legal involvement. Sales leadership uses IntelAgree reports to monitor rep productivity and have more targeted coaching conversations with those sending high volumes of unsigned agreements.

Integrated with Salesforce, the platform also gives sales a seamless path from opportunity to contract without switching systems. “It’s really simple,” said Mallory. “Start a contract, provide the effective dates and what template you need, and then move into IntelAgree to use the wizard.”

### **A Partnership Built for the Long Haul**

Ahead of the company-wide launch, Mallory brought her five direct reports — based in Dallas, Pennsylvania, Florida, and Georgia —

together for a three-day in-person session in Georgia. IntelAgree’s implementation team delivered four hours of super-user training over two days via Microsoft Teams, and the team spent the rest of the week working through scenarios and ensuring they understood how the platform handled edge cases. Business units didn’t see the platform for another month, giving the core team time to anticipate questions before rollout.

The goal was complete confidence in the system. “I wanted to make sure that I knew the answer to every question,” said Mallory. “I felt like I was really knowledgeable about the system and what we were offering to sales.”

When sales gained access, they found the system straightforward, expectations clear, and the launch seamless across every branch nationwide. “The number of people who came to me afterwards and said that they had never seen a smoother launch was incredible,” said Mallory. “They were genuinely surprised that we got no pushback from sales when we launched IntelAgree.”

Four years after launch, Mallory remains actively engaged with IntelAgree’s product team, opening tickets and serving on the Client Advisory Board. “We’re just in such a better place than we were even four years ago,” said Mallory. “It’s quite honestly amazing.”

## **Ready to Accelerate your Contract Management?**

Schedule a demo to learn more.

[www.intelagree.com/demo](http://www.intelagree.com/demo)