

## Case Study



### Haselden Construction Turns Contract Risk into a Measurable KPI with IntelAgree

*"Whether it's an AIA contract, my contract or a custom owner contract, the risk score still reports the same for every single contract. It's very consistent and I like that it helps me use it as a KPI."*

- Jarrod Fugate, Chief Risk Officer, Haselden Construction

#### Company

Haselden Construction, founded in Colorado in 1973, is a general contractor building offices, schools, healthcare facilities, resorts, and municipal projects. The company provides general contracting, construction management, design-build, and preconstruction services across Colorado, Wyoming, and the western United States.

#### Overview

Haselden Construction proposes on a high volume of projects, and every proposal comes with a contract that needs a full review. Before IntelAgree, Chief Risk Officer Jarrod Fugate was reading each one from start to finish with no objective way to measure how negotiations actually reduce Haselden's risk exposure.

After evaluating multiple contract lifecycle management (CLM) software options, Fugate turned to IntelAgree to bring AI-powered contract review into Haselden's workflow. The goal: surface high-risk clauses first, focus expertise where it matters most, and introduce a reliable way to identify risk and track how it gets reduced over time.

#### Key Results

- Adopted risk scoring as a KPI framework to track negotiation impact from intake to execution
- Building a customized attribute library tailored to Haselden's specific risk profile
- Used playbook and Microsoft Word add-in to enforce consistent standards across agreements

When IntelAgree identifies a missing provision in an incoming contract, Fugate can now pull directly from the playbook through the Microsoft Word add-in and insert the provision right away. Plus, the add-in also lets him generate redline suggestions on the spot. At the same time, Fugate is building out a customized attribute library tailored to Haselden's specific risk profile.

## Challenges

- High contract review volume with every contract requiring a full, start-to-finish read
- No consistent metric for measuring risk reduction across contract negotiations
- Manual, memory-dependent process for ensuring critical provisions appeared in every agreement

## Solution

### Building Consistency into Every Review

Certain provisions belong in every agreement Haselden signs: a waiver of subrogation, a waiver of consequential damages, and other standard protections. These are non-negotiable, regardless of who drafted the contract. Leveraging a playbook within IntelAgree gave Fugate a faster, more reliable way to keep that standard consistent.

When Fugate runs a contract through IntelAgree, the system identifies provisions that may be missing from Haselden's requirements. "There are times where IntelAgree will read the contract for me and it'll tell me what's missing, and I'll go to the Word add-in, go to my playbook, and just add a section right then and there," said Fugate. "That way it's in and I don't have to remember to do it later."

Fugate added: "Being able to add items from

our playbook into the contract so that I'm consistent across the board — I think that's going to be a really powerful feature for us."

### Turning Contract Risk into a Trackable KPI

In construction, every contract is a risk-shifting vehicle. Before IntelAgree, Fugate had no reliable way to prove whether a round of negotiations had actually moved the needle on Haselden's exposure. Risk assessment was subjective, and the results were difficult to benchmark across contracts.

IntelAgree's risk scoring gave Fugate something he never had before: a consistent framework for measuring contract risk. "Whether it's an AIA contract, my contract or a custom owner contract, the risk score still reports the same for every single contract," said Fugate. "It's very consistent and I like that it helps me use risk as a KPI."

With the framework in place, Fugate is now refining the attribute prompts that feed the score, tailoring each one to Haselden's specific risk profile. As Fugate refines those attributes, the risk score will produce before-and-after proof of how each negotiation reduced Haselden's risk.

### Faster Adoption Through Hands-On Guidance

Neither Fugate nor his in-house counsel had used contract management software before coming to IntelAgree. They arrived open-minded but unfamiliar.

Weekly implementation sessions with the IntelAgree team became the turning point. Rather than following a preset agenda, every session was tailored to Haselden's specific workflows, focusing the training on exactly what Fugate and his counsel needed to get up and running. "I learned it fastest when I was navigating it myself and our implementation manager was watching my mouse clicks and telling me where to go," said Fugate.

The IntelAgree team's responsiveness extended beyond the implementation phase. At a legal operations conference, Fugate brought his laptop directly to the IntelAgree booth with a live configuration problem. "I saw the IntelAgree booth and stopped to talk to them and learn a little bit more," said Fugate. "I actually brought my computer to them and asked if they could help me, and they helped me right there on the spot."

That collaborative spirit extends beyond IntelAgree's team. Fugate is an early adopter of AI-driven contract review among his peer group of contractors, and he is already sharing attribute prompts with other general contractors exploring the same tools. "Word of mouth goes a long way," said Fugate.

## Ready to Accelerate your Contract Management?

Schedule a demo to learn more.

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