



CASE STUDY | CampMinder

Centralizing Control of Contracts, and Scaling Sales

THE OPPORTUNITY

CampMinder is a comprehensive digital solution for camp management. From powering the online registration that gets campers through the door, to integrated healthcare solutions, CampMinder's platform powers every aspect of your summer camp allowing the staff to focus on creating an unforgettable experience.

THE FOCUS

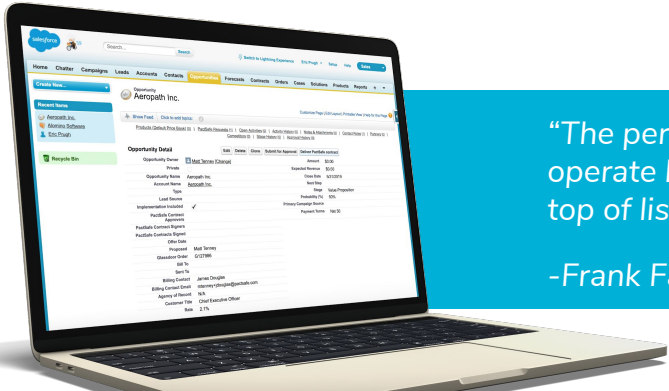
CampMinder's business centered on providing a digital solution to an industry that was slow to adopt technology. However, when they went to close deals, they often would find themselves signing paper based contracts. Apart from wanting to practice what they preach, CampMinder employees struggled to maintain pace with the demand they faced. Requiring legal assistance to amend contracts every time a portion required negotiation was simply not a scalable solution. Additionally, keeping track of all these special provisions in a paper based system proved impractical.

THE APPROACH

PactSafe's solution offers a centralized approach to contract management for a variety of contract types. Our solution curates a single, searchable database where all templates, live contracts, and completed contracts live. This allows you to track a contract throughout its lifecycle, including any version management associated with the terms. Additionally, pre-approved language from legal can be stored within PactSafe, empowering sales teams to make changes without directly engaging legal.

THE RESULT

CampMinder has completely overhauled their contracting process, making it fully digital and scalable alongside their growing business. CampMinder staff are empowered to negotiate predetermined areas of their contracts, armed with the approved changes. Using PactSafe's integration with Salesforce allows CampMinder to streamline order form creation to keep pace with their evolving customer needs.



"The personalization to what we need and how it needs to operate has been great. Whenever we call, we feel like we are top of list all the time."

-Frank Fagan, Senior Account Executive