

CLM RECONFIGURATION

A Leading Drilling Solutions Company Automates 95% of Their Contract Process in Under Eight Months



Nabors Industries

Nabors Industries, Inc. offers land drilling contractor services to the energy sector. The company provides offshore platform work over and drilling rigs. The company conducts oil, gas, and geothermal land drilling operations in Alaska, Canada, and internationally, primarily in South and Central America, the Middle East, and Africa. Nabors Industries, Inc. was formerly known as Anglo Company, Inc. The company was incorporated in 1978 and is based in Houston, Texas. Nabors Industries, Inc. operates as a subsidiary of Nabors Industries Ltd.

Client Goals

- Generate contracts and quotes in **less than an hour**
- Implement automated reports with **better visibility**
- Create **accurate documents** efficiently
- Increase user efficiency and **free up valuable resources**
- Improve **report visibility**, providing **critical information** to upper management

Background

As a **leading provider of drilling automation solutions and similar products**, Nabors Drilling Solutions needed a contracting system they could count on. Working with multiple groups nationally and abroad meant balancing a lot of **specific regulations and legal information**.

After a poor experience with a digital implementation in 2014, Nabors hesitated to trust their process to a computer. Instead, admins created their contracts and proposals entirely, which ensured accuracy but took time and resources away from other business processes, **damaging efficiency and losing revenue**.

CommerceCX Comes Onboard

CCX was brought on board to help direct CLM design and implementation. CCX worked closely with Nabors throughout 2022 to customize a solution to digitize their contracting process fully. The project began with a full review of **contractual agreements and B2B transactions**, which the CCX team used to put together a **unified solution integrating X-Author for Contracts and DocuSign**.

The resulting solution lets their organization:

- Manage and maintain an entire **legal clause library**.
- **Monitor redlined clauses** and **create new templates** during future growth.
- **Minimize** Improve user efficiency by **almost eliminating manual contract generation**.
- **user inputs**, reducing human error and associated organizational risk.
- **Eliminate offline processes**, promoting total data visibility.
- Increase revenue by **reducing operational errors**.

Results

- **15x faster** proposal generation.
- **100% visibility** of redlined contract clauses.
- 95% of contracts generate **within 30 seconds**.
- **100% reporting capability** for contract business owners.

