

CASE STUDY

MountainSeed Gains Control of Renewals and Achieves Immediate Savings with FinQuery Contract Management

MountainSeed is a financial services firm dedicated to providing tech-enabled solutions and support for community banks and credit unions across the United States. Lacking visibility into upcoming renewals, MountainSeed needed a smarter way to manage contracts.



Challenge

MountainSeed's contract management process was decentralized and manual. Relying on Excel spreadsheets and discussions during budget meetings, the finance team lacked a single source of truth for their contracts. **This created a significant challenge: a lack of visibility into the contract lifecycle, especially for renewals.**

The company frequently found itself in a reactive position, only becoming aware of a contract renewal after an invoice had been issued. By then, the window to opt-out had closed, locking them into another term for services they may no longer have needed.

"We had multiple experiences of becoming aware of a renewal after the invoice was received and the non-renewal window had passed."

MAX DIPLOTTI, FP&A MANAGER

Solution

MountainSeed sought a solution that would provide robust internal controls for renewals and create a centralized, accessible repository for all financial contracts. They chose FinQuery Contract Management (FCM) to get ahead of their contract obligations and empower their teams with the information they needed to make proactive, cost-effective decisions.

How They Did It

The MountainSeed team found FinQuery's solution intuitive, making implementation and onboarding simple and efficient. After a brief introduction, they were able to enter their contracts independently.

With all their contracts housed in one location, MountainSeed integrated a new step into its operational processes to help anticipate renewals. This review is now a standard part of monthly budget meetings, fostering better collaboration between finance and other departments.

"We are using FCM to flag upcoming renewals in the next 6 months. This foresight allows us to dig into our need for each service we are subscribed to well before those contracts would automatically renew or expire.

MAX DIPLOTTI, FP&A MANAGER

Results

The impact of implementing **FinQuery Contract Management** was immediate and significant.



No More Missed Renewals: With automated alerts and a clear view of the contract pipeline, surprise renewals are a thing of the past.



Time Savings: The centralized repository eliminated time-consuming searches for contract details, providing quick and easy access when needed.



Immediate Financial Savings: In the first quarter alone, MountainSeed identified and canceled two unneeded services, avoiding unnecessary costs.



Improved Collaboration: By integrating FCM into their budget meetings, communication and strategic planning around contracts has drastically improved across departments.

Summary

By implementing **FinQuery Contract Management**, MountainSeed transformed its contract management from a reactive, manual process into a proactive, strategic function. The ability to **centralize their contracts** and **automate renewal tracking** has not only saved them time and money but has also established **stronger internal controls** and fostered better cross-departmental collaboration. MountainSeed's experience demonstrates that with the right tools, any organization can take control of its contracts and turn potential liabilities into opportunities for savings.