

Engineering Leader ECI Cuts Contract Turnaround Time in Half with LegalOn

Electrical Consultants, Inc. (ECI) is one of the country's leading power utility consulting design and construction firms, operating from more than 37 regional offices throughout the nation. With over 1,000 employees across the US and Canada, ECI has experienced significant growth in recent years. As their project volume increased, ECI's small legal team needed a solution to review their expanding contract workload efficiently. They found their answer in LegalOn.

Challenge

As ECI experienced rapid growth and an increasing volume of contracts, the four-member legal team required a solution to address the demands of their partners and the evolving industry. The legal team navigated several complex issues, including:

1. Reviewing a wide variety of contracts, ranging from NDAs, MSAs, and service contracts to complex 200+ page Engineering, Procurement, and Construction (EPC) Agreements
2. Balancing speedy contract reviews with other legal responsibilities
3. Reducing reliance on costly external counsel for contract reviews
4. Effectively managing the deadline-driven nature of construction projects

"Construction is very deadline-driven, and managers needed their contracts reviewed quickly," Shelley explained. "As our organization keeps growing and projects keep increasing, we needed something to manage the volume of contracts."

Solution

ECI chose LegalOn for its ability to expedite legal reviews without the complexity of full-scale Contract Lifecycle Management (CLM) tools. LegalOn's AI-powered contract analysis and expert guidance aligned perfectly with ECI's needs.

"We were looking for something that would expedite legal reviews. When we saw LegalOn, we were thrilled. It was exactly what we needed—a tool that could scan a contract, analyze it, and surface critical risk instantly."

LegalOn's comprehensive features addressed ECI's diverse contract portfolio, from routine NDAs to more complex EPC agreements. By providing rapid risk assessment and detailed analysis of contract language, LegalOn empowered ECI's small legal team to handle their growing workload efficiently, reducing their reliance on costly external counsel while maintaining high standards of accuracy and thoroughness in their contract reviews.



Company Size	1000+ employees
Industry	Power Utilities Design & Construction
Contract Types	NDAs, MSAs, Subcontract, Professional Service, Engineering, Procurement, and Construction Agreements

SHELLEY GIBBS
CONTRACTS
PARALEGAL MANAGER



Implementation

LegalOn's intuitive interface allowed for immediate implementation. "The Customer Success Manager was a godsend," Shelley said of the onboarding process. "After a couple of sessions with her, I was able to go in there and just start working."

The legal team quickly adopted key features:

- AI Review for rapid contract analysis and risk assessment
- LegalOn Assistant for answering contract-related questions, and generating summaries of the contract at hand
- Customizable alerts to align with ECI's developing playbook

"It's very self-explanatory and intuitive," Shelley added. "You just upload your contract, pick your negotiating position and contract type, and you get started with a review."

The Game-Changer

For Shelley, LegalOn Assistant feature has been transformative. "What I love about LegalOn is LegalOn Assistant's chat feature," she said. "It allows me to quickly identify potential risks in a contract. For example, I can upload a contract and ask about risks to the subcontractor. Reading LegalOn's analysis helps my review go so much faster."

She also praised the ability to iterate on contract language: "I love how I can add language to a provision and ask LegalOn Assistant to evaluate that language and improve it. It's amazing."

Looking Ahead

ECI recently expanded LegalOn usage across their legal team, and purchased additional licenses for all team members. As they develop their contract playbook, they anticipate even greater efficiency gains through customized alerts and standardized review processes.

For ECI, LegalOn has become an indispensable tool, enabling their small legal team to manage a growing workload while maintaining accuracy and consistency in their contract reviews.

Results

With LegalOn, ECI has seen significant improvements in their contract review process. "I don't know what I would do without LegalOn," Shelley declared.



50% reduction in turnaround time

Agreements that used to take multiple days or weeks to turn around are now completed within a few days.



Thousands saved in external counsel fees

By reducing reliance on outside counsel, ECI has realized thousands of dollars in savings.



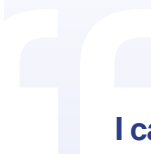
Improved accuracy and consistency

LegalOn's AI helps spot issues and ensures thorough reviews across all contracts.



Enhanced learning and adaptation

The platform has helped Shelley quickly adapt to reviewing contracts from a seller's perspective.



I can't speak highly enough of the product. LegalOn is exactly what we were looking for."

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Sign up today and experience a smarter way to review contracts.

Request a Demo