MAKING THE CASE TO THE C SUITE
WHY ALOE AUTOMATION IS GOOD FOR BUSINESS NOW

FINANCIAL

- According to McKinsey, you are losing 1.8 hours per day or 9 hours per week per employee searching for documents that ALOE easily saves. Put another way, you are hiring 5 employees but only 4 show up for work because the 5th is off searching for answers and not giving value*

- A conservative average cost estimate of $52/hour or a $104,000 annual compensation package in a company with 20 employees means lost revenue of at least $9,360 per week or $468,000 per year. A company with more than 100 employees is looking at annual losses in the millions that are easily recovered with ALOE.

- The hours team members spend searching through emails, recreating lost contract documents or routine documents, deciphering spreadsheets, chasing down approvals, are hours that should be spent on high value, revenue driving efforts like closing more deals faster and cultivating clients. ALOE offers these opportunities and increases revenue and workforce productivity.*

RISK REDUCTION

- You are spending too much money and creating too much risk trying to keep track of your documents. Creating documents in Word folders and cutting and pasting relevant provisions is clunky and costly. It also leads to higher risk and legal fees in the long term due to mistakes. With collaborative tools, tracking, and custom templates, you allow for consistency across departments, save time, make fewer mistakes and lower costs.

EASY ADOPTION

- ALOE is software not shelfware. We all feel the financial pain of investing in a product that is big on promises and short on deliverables. ALOE is designed to help you do business your way. Unlike out of the box "solutions", ALOE is fully customized to your business, keeping your team in the driver's seat and assuring easy adoption within 3 to 4 weeks of on-boarding.

BUSINESS GROWTH, EXPANSION AND SCALABILITY

- ALOE will help you meet your business growth goals faster by lowering your contract risk and making you attractive to potential clients and partners. Inconsistent manual contract and project processes across departments hinder internal and external collaboration

- ALOE will help you attract and retain quality talent by allowing them to focus on high value, revenue driving projects that matter to them rather than manual, administrative tasks. ALOE's exclusive workpoints system increases workforce productivity and client experience by optimizing assignments and monitoring across your team.

- ALOE will help you expand your footprint faster and make your business scalable. ALOE allows you to seamlessly integrate your contracts and projects in new jurisdictions.

PROVEN QUALITY

- ALOE is the smart choice for your automation needs because it was created by GoDaddy lawyers and tech experts who wanted real solutions to their workflow pain points.

- Many clients come to us out of frustration with "out of the box" models they purchased that don't work. ALOE is tested and proven because we created and used these processes for our own contract and project management needs.

- Now others are benefiting from the ALOE difference. You won't find better quality out there. Period.

*Sources: McKinsey and Co. 2012 and 2019

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