



## AS THE WIND BLOWS OVER LAND

Infosys BPM achieves exceptional accuracy and cost savings on land contracts for a leading global wind energy producer.

### Abstract

The client, a leader in the renewable energy, was observing that land acquisition deals were becoming more difficult. Infosys BPM provided a legal team to aid the client in all of its land deals by taking the burden away from the client's in-house legal team. Our team exceeded the client's expectations without any compromise on quality or timelines.



## Land Leasing Tribulations

Based in Florida, the company is the world's largest producer of renewable energy from wind and the sun. They are a key player among the rate-regulated electric utility companies in the US.

The company wanted to achieve the following.

- Preparation of wind lease memo and submission through Quorum Land Agreement system

- Identification of the legal owner and description of each property
- Legal opinion/fall-back suggestions based on any contract changes suggested by the suppliers
- Drafting up of terms and conditions, NDAs, and termination letters
- Cost savings in tune of approximately 50%

The company found it difficult to streamline the land acquisition process due to their in-house legal team being inundated with their primary tasks. This meant they were interested in eliminating dependency on the in-house legal team. The company also wanted to finalize deals with the negotiating parties and enter into contracts faster.

## Infosys BPM Leverages Expertise

The Infosys BPM team leveraged the experience and expertise of attorneys with prior end-to-end contract management exposure to define and assess the client's requirements.

- Infosys BPM legal team offered attorneys experienced in contract drafting, negotiations, redlining and playbook creation
- Infosys BPM team eliminated the burden on the client's in-house legal team by undertaking the first draft creation and the client needing to only

review the version prior to closure. The team achieved consistent target of end-to-end contract drafting within 24 hours with consistent quality

Requests received through a contract management platform consisted of:

- Vesting deeds of the properties
- Checklist containing details of the owners
- Description and area of the properties
- Other instructions for drafting of lease and easement agreements

Infosys BPM's legal team would further review suppliers' terms and conditions, NDAs, and termination letters. In case of new clauses or the team is unable to interpret the supplier's comments, the query would be flagged to the client's risk or legal team for confirmation and guidance.

Four of Infosys BPM's highly experienced attorneys were deployed for this project.

The project was incepted in December 2018 upon successful completion and delivery of the pilot.

## The Value Delivered

The Infosys BPM team completed approximately 10-15 drafts every month.

- The team reports on a weekly basis to key stakeholders on the contract drafts received and completed.
- The team prepares a monthly governance deck for the client prior to each monthly meeting.

Infosys BPM team also developed a playbook that the client has approved for further use as reference for negotiation and redlining clauses. Infosys BPM team has also created a document of understanding (DOU) by capturing and collating all the important marked clauses from previous drafts.

Infosys BPM legal team's ability and expertise in handling the project has helped client save time and shift focus to their core business. The approximate cost savings achieved are in tune of 50%.



## Going Beyond

During the project, Infosys BPM exceeded the customer expectations by consistently achieving high quality and accuracy across deliverables. Delivery was 100% on time at no drop in quality. The team has scored 6/6 in customer satisfaction surveys, and the client has been highly appreciative of the team's performance. The team also learnt new things by dabbling in green energy related service contracts and working on a proprietary contract management platform.



For more information, contact [infosysbpm@infosys.com](mailto:infosysbpm@infosys.com)



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