



Jeff

CASE STUDY

Jeff, the scale up that minimises errors in its contracts through the use of CLM

Jeff



Company:
Jeff



Website:
<https://jeff.com/>



Industry:
Services



Country:
Spain



Social Media:
[in Jeff](#)
[@jeffapp_es](#)
[@Jeff_App](#)
[JeffAppSpain](#)

Company profile

Jeff is a technology scale-up, headquartered in Valencia, Spain. **The company has a presence in more than forty-three (43) countries**, showing rapid growth in just 7 years of creation.

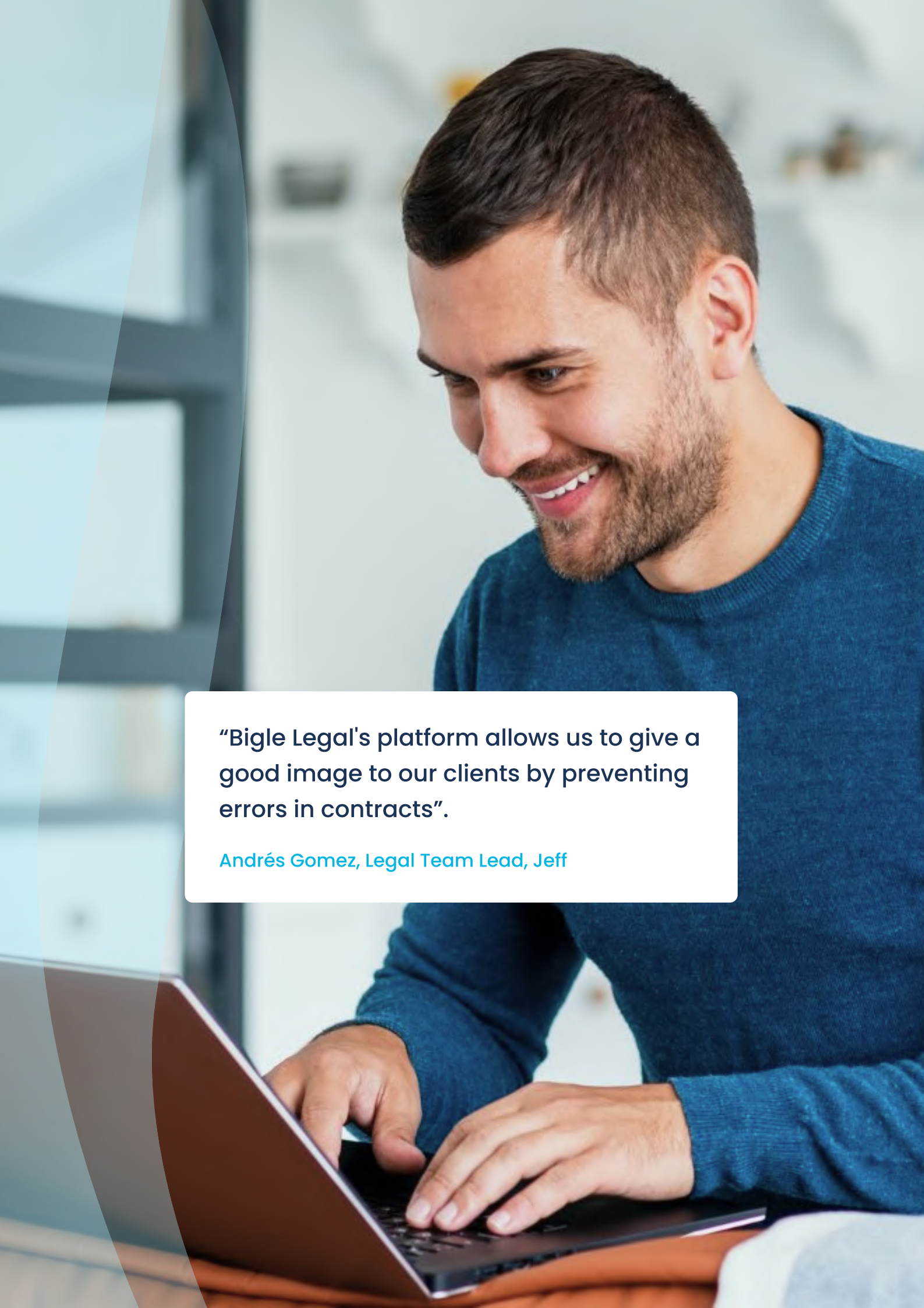
They work through a franchise model and their core business is based on the sale of franchises, **focusing their mission on a B2B channel**, without forgetting their B2C end customer, offering them guarantee and security.

Innovation and commitment to technology are part of the company's DNA, as they operate with their own APP and internally developed software.

The mission of the scale up is to democratise entrepreneurship and to bring lifelong businesses from the neighborhoods to the cities, adding value to those businesses.

Jeff currently has four operating business lines: Mr. Jeff (laundry services), Fit Jeff (fitness services), Work Jeff (coworking spaces) and Coffee Jeff (take-away coffees).



A man with short brown hair and a beard, wearing a blue sweater, is smiling while looking at a laptop screen. His hands are on the keyboard. The background is a blurred office setting. A large, semi-transparent blue and white graphic element is on the left side of the image.

“Bigle Legal's platform allows us to give a good image to our clients by preventing errors in contracts”.

Andrés Gomez, Legal Team Lead, Jeff

The challenge

Jeff generates a large number of contracts and documentation, **mainly Franchise Agreements**, which obliges them to have an exhaustive control of all documentation, **complying with the mandatory requirements in each jurisdiction in which the company operates**, which is essential for Jeff to develop his business model.

In addition, Jeff faced the following challenges:



Operating in more than 43 countries, each country has a different type of contract, specific legislation and local language in which to adapt all documentation.



Documentation, mainly Franchise Agreements, were updated periodically, causing different versions of the same document, **which led to a lack of control to obtain a final and unique version per document/contract**.



The same document was handled by different departments, in most cases generating a large number of errors, and a new document had to be produced to rectify the error. **Spending unnecessary time correcting errors**.

“With Bogle Legal, we can automate contracts, minimising errors and optimising the time of the whole team”.

Andrés Gomez, Legal Team Lead, Jeff



The path to success


Jeff's Legal Department primarily works with the Franchise Agreements that his franchisees sign, but they also work with franchise related contracts: **Contractual Information Document, Communications to Franchisees, possible Addenda to Franchise Agreements, among others.**

As Jeff is present in different countries, the Franchise Agreements are adapted to the legislation of each region, so this generated a large amount of documentation, adding to the errors associated with the contracts.

With this in mind, Jeff needed to optimise and streamline their documentation and contract generation processes, so they researched different platforms specialised in this type of services, including Bigle Legal's CLM platform, **and after a thorough analysis they came to the conclusion that Bigle Legal fitted what they were looking for.**

As with the process of adopting a new platform, for several members of the legal team it was their first experience with Contract Lifecycle Management software, specifically with regard to the automation of contracts, which led to doubts about how to carry out the formulas/fields necessary for automation, however, Bigle Legal's response from the beginning of the process has been immediate, both by email, telephone and video calls, **the support team has been on hand to answer queries, which has given Jeff's team greater confidence in the efficiency of their operational tempo.**

For the adoption of the platform, training sessions were held, which helped Jeff to understand how to start working with the tool.

A woman with long brown hair and black-rimmed glasses is sitting on a light-colored sofa. She is wearing a white button-down shirt and black trousers. She is holding a black smartphone to her ear with her right hand and has her left hand resting on a silver laptop. The background is a blurred outdoor setting with green plants and warm, glowing lights. A semi-transparent white box with rounded corners is overlaid on the image, containing text.

“With the explanations during the trainings, it was very easy to start creating the contract templates”.

Marta Gil Martinez, Legal Specialist, Jeff

Results

Fast automation of contracts and documents:

In less than 3 months the legal team was automating their contracts, regardless of the number of documents, country and language.

Drastic reduction of contract errors:

Jeff manages a large volume of contracts, in relation to Franchise Contracts, when the data had to be filled in, these passed through different departments, generating a great waste of time and a large number of errors. **Bigle Legal has avoided the preparation of new documentation to rectify the errors made, and has also minimised the errors that occurred in the documentation.**

Quick adoption by the legal team:

Because the tool is easy and intuitive and Jeff has a DNA of innovation.

Increased operating efficiency:

- Jeff currently has different templates depending on the language of the franchisee, which allows them to have, for example, the Franchise Agreements for the LATAM area in a single template.
- Jeff has gained agility when it comes to making changes to contracts, as they only have to make the modification in the templates available in Bigle Legal and all their documents are automatically updated.



“Bigle Legal's tool has made life easier for us in terms of organising documents and increasing the speed at which we can make changes to contracts”.

Andrés Gomez, Legal Team Lead, Jeff

About Bigle Legal

Bigle Legal is a cloud-based all-in-one **Contract Lifecycle Management (CLM)** software that automates the legal operations of companies, improving security and minimising the risk of legal contingencies. The platform is flexible, intuitive and provides full control over the entire document lifecycle.

The company is a pioneer in the field of no-code document automation, with a global presence, and its customers include large companies and large law firms. **Bigle Legal's mission is to make Legal Operations easy.**

To learn more about Bigle Legal, visit the website: biglelegal.com

For other enquiries, please contact communication@biglelegal.com

By using Bigle Legal, you contribute to saving natural resources



323 million
Kg of wood



7,1 billion
Litres of water



725 million
Kg of CO²



47 million
Kg of waste