

Chiesi USA: A CobbleStone Software Customer Success Story

Customer Background: Chiesi USA is a specialty pharmaceutical company that is committed to research, development, production, and commercialization of innovative products in the areas of cardiovascular, respiratory, neonatology, rare disease, and special care therapeutics. Their mission is to be recognized as a research-focused

international group, developing and providing innovative, value-adding medical solutions to healthcare providers and their patients. **Read on to learn about Chiesi USA's CobbleStone Software success story.**



AT A GLANCE

Customer: Chiesi USA

Website: www.chiesiusa.com

Customer Size: 5,300+ employees worldwide.

Country: USA

Industry: Pharmaceutical

Products and Services: Microsoft Office + CobbleStone Contract Insight

Chiesi USA & CobbleStone Contract Insight® Enterprise Edition

Chiesi USA's Challenges

Chiesi was faced with a few main challenges that initiated the implementation of contract management software.

One challenge was the fact that they were growing at an extremely rapid pace, making it harder to stay organized. Another pair of challenges that Chiesi endured, related to rapid growth, were the lack of an interactive system for contract lifecycle management and the lack of checklist and milestone management.

With their rapid growth and lack of means to manage the effects of this growth, it was a no-brainer to invest in a contract lifecycle management software system.

CobbleStone Software's Solution

Chiesi chose CobbleStone's Contract Insight because of its low-friction, scalable, and powerful functionality that met their most important contract management needs.

A few specific reasons why Chiesi chose Contract Insight to manage their contracts, as opposed to a different contract management provider, were because of the user-friendliness, high configurability, and cost effectiveness of CobbleStone Software. Furthermore, Chiesi assessed the services they received from CobbleStone Software. A senior paralegal at Chiesi stated that the quality of service received was, "stellar, [they] walked me through it step by step."

CobbleStone seamlessly integrates with Microsoft Office applications including MS Word and MS Outlook, as well as supports online contract negotiations via an integration between MS Office 365 & CobbleStone Contract Insight.

Customer Benefits

Contract Insight contract management software helped Chiesi better handle their contract management issues. They were provided with a contract management software system (CLM) that allows them to successfully, efficiently, and proactively manage their contracts and meet (and even exceed) their unique needs. A senior paralegal at Chiesi also stated, "We have expanded the utility of CobbleStone in our business even more than we originally envisioned, and staff has always been helpful in getting us where we needed to go."

CobbleStone Software offers award-winning SaaS (web-enabled) and on-site (deployed) contract management software solutions to assist companies in boosting revenue, reducing costs, increasing configurability, reducing friction, and mitigating risk.

CobbleStone's contract management software suite – Contract Insight - enables organizations to effectively and efficiently manage their contracts through the entire contract lifecycle.

Click here to book a free demo of CobbleStone Contract Insight today!