



## Informed Consent

**Doubling contract speed:** how ECS Limited cleared bottlenecks and accelerated growth



# Executive summary

ECS Limited, a national leader in environmental consulting and engineering, manages a vast array of high-stakes projects across construction, compliance, infrastructure, and inspection. As the company scaled, its Legal team faced mounting pressure to handle an increasing volume of contracts efficiently. Contracts arrived in various formats—locked PDFs, inconsistent Word documents, and customer-generated templates—making the review process cumbersome and time-consuming.

To address these challenges, ECS partnered with DocJuris to streamline their contract review process. By leveraging DocJuris's integrated document conversion tools and clause playbooks, ECS transformed its approach to contract management. The result was a significant reduction in manual editing, improved internal efficiency, and a Legal team refocused on strategic support rather than document preparation.

## Business context: scaling operations amidst growing complexities

As one of the nation's leading engineering consulting firms, ECS Limited operates at the intersection of precision, compliance, and speed. With more than 2,000 employees and projects spanning geotechnical engineering, environmental consulting, construction materials testing, and facilities compliance, ECS plays a pivotal role in keeping development timelines and infrastructure projects on track. The company's growth—both in volume and complexity—has amplified the demands placed on its Legal function.

Each project, regardless of size, comes with a web of contractual obligations. From prime contracts with clients to subcontractor agreements and third-party terms, ECS's Legal department handles thousands of contracts annually. While the subject matter may vary, one thing remained consistent: the need to move fast without sacrificing risk controls. Unfortunately, legacy processes made that balancing act difficult to sustain.

Legal was expected to review and turn around contracts quickly, often under tight deadlines dictated by field schedules and client expectations. But bottlenecks emerged when Legal teams had to deal with documents submitted in locked formats, inconsistent templates, or customer-preferred terms that didn't align with ECS's standards. The company was thriving—but its contract review infrastructure hadn't evolved to keep pace.

The challenge wasn't just volume. It was fragmentation. Documents arrived from multiple business units, in varied formats, through disconnected workflows. Legal was frequently pulled into repetitive tasks: unlocking PDFs, cleaning up formatting, or tracking down fallback clauses manually. Strategic work—like risk evaluation and deal structuring—was too often pushed aside to make time for formatting fixes and clause comparisons.

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At a time when the business needed Legal to be agile, responsive, and strategic, the team was stuck in the weeds. Leadership recognized that solving these inefficiencies wasn't just a matter of internal housekeeping—it was essential to enabling faster deal execution, stronger partnerships, and scalable growth. The answer wasn't to overhaul every process or invest in a heavy-handed CLM solution. It was to focus on the real blockers—and eliminate them.

## The challenge: trapped potential and time-intensive reviews

ECS Limited, with its expansive operations across geotechnical engineering, construction materials testing, and environmental consulting, found itself at a critical crossroads. The volume of contracts—ranging from project agreements to third-party terms—was increasing in tandem with business growth. But the systems in place to manage this influx hadn't evolved at the same pace.

The Legal team found itself spending hours—sometimes days—on tasks that should have been routine. Contracts came in as locked PDFs or inconsistent Word files, often from clients using their own formats. Attorneys were forced to manually unlock, convert, or reformat documents before they could even begin redlining. What should have been a five-minute review turned into an afternoon of busywork.

Compounding the issue, ECS lacked a centralized clause repository. Standard fallback language wasn't readily accessible. Attorneys either hunted through past contracts or retyped from memory, increasing the chances of inconsistency or delay. Each new review felt like starting from scratch.

The result wasn't just fatigue—it was friction. Turnaround times stretched. Internal teams experienced delays in getting deals out the door. Legal's capacity for strategic, high-value work was shrinking under the weight of manual, low-impact tasks. ECS needed a better way to handle contract review—one that respected Legal's standards but didn't bog the team down in logistics.

## The solution: smarter workflows that preserve control

Rather than deploy a broad, one-size-fits-all system, ECS partnered with DocJuris to zero in on what was actually slowing things down. The focus wasn't sweeping automation or AI for the sake of trendiness. It was about unblocking the Legal workflow—starting with file access and consistency.

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DocJuris’s integrated document converter was a game-changer. Legal could instantly convert locked PDFs into clean, editable Word documents without leaving the platform. No more external tools or copy-paste gymnastics—just click, convert, and review. This alone eliminated hours of busywork and allowed attorneys to engage directly with the substance of each contract.

Next came the playbooks. ECS worked with DocJuris to load pre-approved fallback clauses and standard language directly into the platform. These playbooks weren’t static documents—they were living, searchable tools embedded in the review experience. When a flagged clause popped up, Legal could apply the right replacement with a few clicks, confident that it aligned with policy. The ability to automate routine markups not only accelerated reviews but also ensured consistency across deals and departments.

“Standardization is one of the most underrated drivers of legal performance,” said Henal Patel, CEO of DocJuris. “By giving Legal teams structured access to their own best practices—in real time, and in context—we’re helping them move faster without losing control. That’s the kind of precision that drives scale.”

Together, these improvements addressed ECS’s most pressing issues. Documents were ready to edit immediately. Redlines followed a consistent, policy-guided framework. And Legal didn’t have to waste time reinventing the wheel with every contract.

## Implementation: fast wins through focused deployment

The path from kickoff to results was refreshingly short. ECS and DocJuris launched with a pragmatic mindset: fix the worst pain points first, then iterate.

Implementation began with collaborative discovery sessions where stakeholders from Legal, Procurement, and DocJuris mapped out current bottlenecks. The goal wasn’t to build something perfect on day one—it was to deliver tangible value fast. The teams prioritized formats and clauses that generated the most review friction and started there.

With DocJuris’s help, ECS uploaded their most-used fallback language into a clause library. The team created simple tagging rules and workflows, ensuring that even junior attorneys could flag and replace language confidently. Parallel to this, the document conversion tool was activated and tested using real contracts from recent projects.

There were no sweeping change management campaigns or lengthy onboarding periods. Training was targeted, focused, and specific to real use cases. Legal started using the platform almost immediately—initially for high-volume contract types, then expanding across broader use.

Because the system worked with ECS’s existing tools and didn’t force a new process on users, adoption came naturally. Legal saw the time savings. Business teams saw faster turnaround. And no one missed the days of unlocking PDFs by hand.

## The results: consistency, control, and speed

The impact of ECS’s new contract review process was both immediate and measurable. The Legal team successfully cut review time in half—without increasing headcount or sacrificing oversight. With locked documents no longer a blocker and fallback language just a click away, ECS removed the two biggest sources of delay in their workflow.

Attorneys who previously spent hours adjusting formatting and hunting for clauses were now reviewing, redlining, and returning documents within a single work session. That change cascaded across the organization. Internal teams received contracts faster. Deal cycles moved more quickly. And Legal had more bandwidth to focus on risk, negotiation, and growth initiatives.

The improvements weren’t just operational—they were strategic. With routine barriers removed, ECS’s Legal team shifted from reactive to proactive. They could support the business with more confidence and provide legal input earlier in the process.

“In streamlining ECS’s contract workflow, we didn’t just speed things up—we created clarity,” said Henal Patel, CEO of DocJuris. “By focusing on real bottlenecks like locked files and clause inconsistency, we helped Legal become a business enabler, not a bottleneck. That’s the power of targeted transformation.”

## About DocJuris

DocJuris is a contract negotiation platform designed for Legal and Procurement teams. With AI-powered playbooks, intelligent markup, and collaborative workflows, DocJuris helps organizations accelerate reviews, ensure consistency, and reduce risk—without disrupting existing systems.