

Learn how to

Cut costs by 25% with document automation





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Customer:
Drivers

Products:
Contractbook, Pipedrive,
Google Workspace, Typeform,
Zapier

Industry:
Second-hand car dealer

Organisation size:
2

Country:
Denmark

Website:
www.drivers.dk

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Contract automation reduces our costs by 25%

Drivers’s smart, automated workflow has resulted in a 30% reduction in working-hours and a 25% reduction in costs associated with each sale.

Drivers, the P2P car trading platform

Allow us to introduce you to Drivers; a Danish P2P trading platform for used cars. Drivers make buying and selling used cars between individuals safer for the buyer by providing them with the same guarantees as they would get at a traditional car dealership. At the same time, Drivers minimise selling fees to maximise the sellers’ profits.



Lennart Fenger
Founder and Managing Director @ Drivers

As such, they continually seek to optimise their workflows to increase scalability, reduce the amount of working hours associated with each sale, and increase their own profits.



Drivers were able to **cut down working hours** spent on each deal by 30%



Enter Contractbook, an end-to-end document automation platform

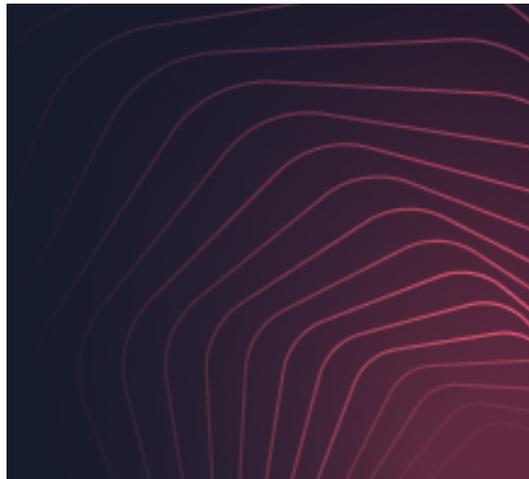
When a prospective seller shows interest in using Drivers via their website, a deal is automatically created in their CRM, and a welcome email is sent to the seller. From here, the deal moves through the stages that are outlined in Drivers's CRM. Each of these stages are associated with one or several automatic tasks, as well as manual tasks that have to be completed by either Drivers or their end-customer. Around half of all tasks throughout a deal's lifecycle have been automated and the contract management tasks are almost reduced down to drag and drop actions in Drivers's CRM.

Each action in Drivers's workflow triggers a new action in the sequence which leads to a seamless management of a deal throughout its lifecycle. The personal touch has not been lost, however.

The tasks that have been automated are tasks that involve little direct customer contact or those where automation can

help reduce the risk of making normal human errors. Tasks that have been automated include sending of standardised emails, gathering and updating of information, and drafting of contracts. As such, contract automation frees up time for Drivers to focus on the tasks that benefit from a personal touch.

Once a sale is complete, automated emails are sent to both the seller and the buyer of the car with guides on how they deal with the legal aspects of selling/buying a car and congratulations on closing the deal.



Dreivers' automated sales process



By the help of contract automation, Dreivers were able to **cut down the costs associated with each deal by 25%!**

There is really no need for us to explain to you just how significant a 25% cost reduction can be for any business so we will just let the numbers speak for themselves.

The results

By adopting Contractbook's contract automation flow, Drivers have seen an astounding reduction in working-hours and costs associated with each sale. Working-hours have been reduced with a staggering 30% which has led to a calculated 25% reduction in costs.

Around half of the tasks associated with a deal throughout its lifecycle are automated. Drivers can easily keep a track of what stage all their deals are in and their contract management workflow is almost narrowed down to drag and drop. In addition, this automated flow reduces risks of human error. Lastly, the secure, digital setup also reduces time and effort for Drivers's customers as well as increase their confidence and trust in the company.

Most importantly, however, is the simple fact that contract automation, by saving Drivers time, has helped them increase their profit margin in a very competitive market.

Are you interested in a sales automation setup similar to what Drivers has?

Then book a meeting with one of our automation consultants:

[Book a demo](#)



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