



CASE STUDY

Premier España uses Bigle Legal's advanced eSignature to speed up its document production process by 50%



Company:
Premier España



Website:
www.premierinmobiliaria.es



Country:
Spain



Industry:
Real estate



**Automated contracts
per month:**
150 - 180



Social media:
LinkedIn

Company profile

Premier España is a **real estate company** with offices in Madrid and Barcelona in Spain, and a branch office in Germany.

With more than 40 years of experience, it brings a differentiating concept inherited from its parent company in France Bassac.

Premier España has a team of experts in urban planning who are dedicated to the search for land for development in Madrid and Barcelona to develop real estate developments in all its phases, from project development, commercialisation and construction.

Premier stands out for creating living spaces, shaping quality environments, they are a "Sustainable Developer" committed to new urbanism, sustainable development and access to housing.






The challenge

Premier España handles a large volume of property purchase contracts on a daily basis, which represents **many hours of work** for the people who draw them up and for the other people involved in the process. The completion of a contract includes:

- 1. Processing** in a **Word file**.
- 2. Review** by all parties involved.
- 3. Printing**.
- 4. Send it** to the commercial offices.
- 5. Once signed, send them back** to the head office for scanning.
- 6. Archive** the contract in the customer folder.

For these reasons Premier España had to find a tool to streamline these procedures, additionally and very importantly to **digitize the signing of contracts**, which would be a big step to save printing, transferring the contract and scanning them.



"We chose Bigle Legal's platform, it was a perfect fit for what we needed, and **the service we received was impeccable at all times**"

Raul Peña Palencia,
Head of the Legal Department
of Premier España

In addition, Premier faced an internal cultural challenge: **the transition from traditional processes to document automation** changeover always generates some reluctance on the part of the teams, but in the case of Premier España it was tackled quickly and easily with the involvement of all its staff and the help of Bigle Legal, and now this cultural change has involved another challenge overcome by Premier.

"The management of a company with a turnover such as PREMIER ESPAÑA's requires us to be constantly **at the forefront of new technologies** and it was from this search that the idea of contracting BIGLE LEGAL arose"

Humberto Casado,
Managing Director
of Premier Spain



The path to success

Premier knew where it wanted to improve so it accelerated the implementation of Bigle Legal's platform.

The implementation of the platform, training and integration into Premier España's operations was simple and quick. It took a month to start using the software.

In addition, accompaniment at every stage of the process has played a key role in the success of the implementation.

The acceleration of the use of the platform benefited Premier Spain more than they thought it would, as by 2020 when the containment came due to the coronavirus pandemic, Premier had already

implemented the platform, **this allowed them to sign countless contracts from their agents' homes, and even to sell homes and sign reservation documents, without having to meet the buyers.**

The use of digital document signatures has allowed Premier España to differentiate itself from the competition by being able to speed up the signing of contracts and give an image of modernity and prestige to its clients.

"We found Bigle Legal on the internet, we were looking for companies that offered the service of digitisation of document signatures, **working with them has represented for us a before and after** in the streamlining of this process"

Javier Saiz Heriz, Director of Controlling, Premier España

Results

Thanks to the rapid implementation of Bigle Legal's document automation platform, **Premier has increased its document management speed by 20%.**

In terms of time saved, **Premier España saves 50% in the completion of a contract**, including drafting, signing and filing.

Premier's processes have adapted to the new times, relying on Bigle Legal's platform to offer a connectivity solution

in an increasingly digital environment and in a simple way.

Premier España has met the initial objectives set out, and the **Bigle Legal platform is now an indispensable tool for its daily operations.**

+50%

Saving in the completion of a contract

+20%

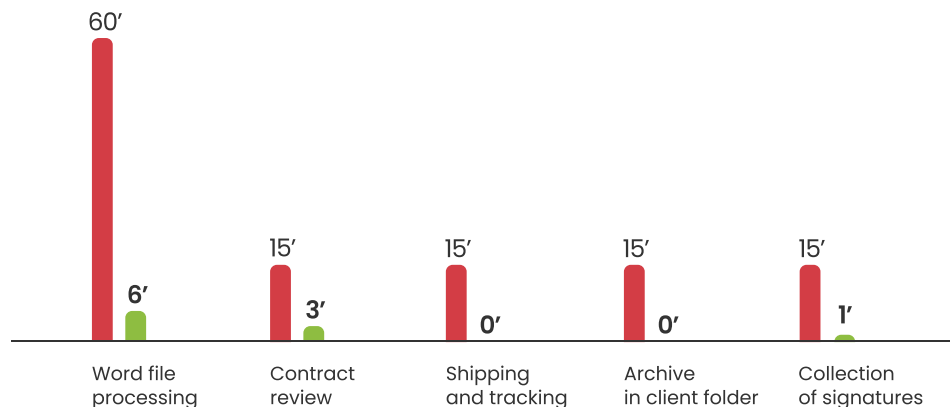
Increase in the speed of document management



Only 1 month to start using the platform

THE PROCESS OF DRAWING UP A CONTRACT

- Traditional method
- With automation



"Our team values Bigle Legal's platform, the **agility that the electronic signature implies in a contract and the simplification** in the transfer and archiving of documents"

José Raul Rubio Conejo, Promotions Director, Premier España

About Bigle Legal

Bigle Legal is a **Contract Lifecycle Management Software**, provides an AI-powered, cloud-based solution that automates the legal operations of a company while improving safety and minimizing the risk of legal contingencies.

A pioneer tech company and leader in the field of document automation from **Spain**, with a presence in the **UK, Austria, Netherlands and Italy**, and has a network reseller across **Europe and Latin America**.

Its clients include real estate companies, corporations, and large law firms. **The platform is precise, flexible, and intuitive, providing full control over the entire document lifecycle.**

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

Connect with the team on their social networks: [Linkedin](#), [Twitter](#) or on their [blog](#).

