

Case Study

PRIMER GRUPO

How PRIMER GRUPO saved 1,320 work hours and €45,000, while improving their customer experience with **Bigle Legal**

“The thing we like most about Bigle Legal is its user interface. It’s intuitive and really easy to use - you can put together any document in just a few simple steps.”

Marisol Ruix, Expansion Manager



What is PRIMER GRUPO?

PRIMER GRUPO is a network of real estate agencies that was founded in 1988. The company has grown to 14 franchises in the Valencia region and today it offers a wide range of high quality, professional services, including:

- Purchase and sale of property
- Legal advice and assessment
- Property management
- Property valuation
- Real estate marketing strategy

Bigle Legal first started working with PRIMER GRUPO in 2017.

What was PRIMER GRUPO's key challenge?

PRIMER GRUPO's objective has always been to offer the best service it can to its franchisees and their clients.

But as the company grew, so too did the volume of paperwork and the challenge of drawing up error-free legal documents. There was a clear need to streamline and standardise the process of drafting contracts and documentation related to buying, renting and selling properties.

Marisol Ruix wanted to make it easier and quicker for her franchisees to:

- Collaborate
- Share and access information
- Draft error-free legal documents in less time
- Easily update contracts when there are changes to the law

That's where Bigle Legal's next-gen document automation platform came into play.

“The idea was straightforward: we wanted to help franchisees create contracts in two or three simple steps. However, we also needed to take all the legal variables and clauses each document had into account,”

Marisol Ruix, Expansion Manager at PRIMER GRUPO.



What was the solution?

Bigle Legal's document automation platform was the ideal solution for PRIMER GRUPO. Today, the team uses Bigle Legal's platform for a broad range of tasks:

- **Automate all the legal documents they need**

Time was a big factor in PRIMER GRUPO's decision-making. Instead of spending hours drafting each contract and legal document one by one, the team has completely automated the process using Bigle Legal's platform. Producing new documentation is now a simple matter of filling out a form. Contracts are now made in minutes, not hours.

- **Easily update documents when the law changes**

Once a document has been automated, it's easy for PRIMER GRUPO's legal team to update it when there are regulatory changes.

“It's is very useful, because you have the documentation you need for any type of operation in moments,”

Jessica Blasco, Director at PRIMER GRUPO Blasco.

“We have more security and peace of mind. Our legal department can adapt our document templates whenever there is a last-minute regulatory change - and this updates all affected documents across our entire network of agencies,”

Javi Martínez, Director at PRIMER GRUPO Gran Vía.



○ Collaborate online and offline

All documents are stored on a secure server on the cloud. This means PRIMER GRUPO's team and franchisees can work on the documents any time, anywhere and on any device. If they go offline, their changes are saved and synced when they connect to the internet again. Moreover, administrators can give access permissions to different teams or team members as needed, cutting down on the need for email.

○ Analyse and track progress

It's really easy for PRIMER GRUPO to keep track of its team's progress with Bigle Legal's built-in analytics. Administrators and managers receive notifications when a sale is closed or when a contract needs to be renewed. At the same time, it's easy to see the status of every project and find out who the best performers are.

○ CRM integration

On top of managing all the different types of documents associated with buying, renting, leasing and selling properties through the platform, PRIMER GRUPO has integrated its CRM.

○ Digital Signatures

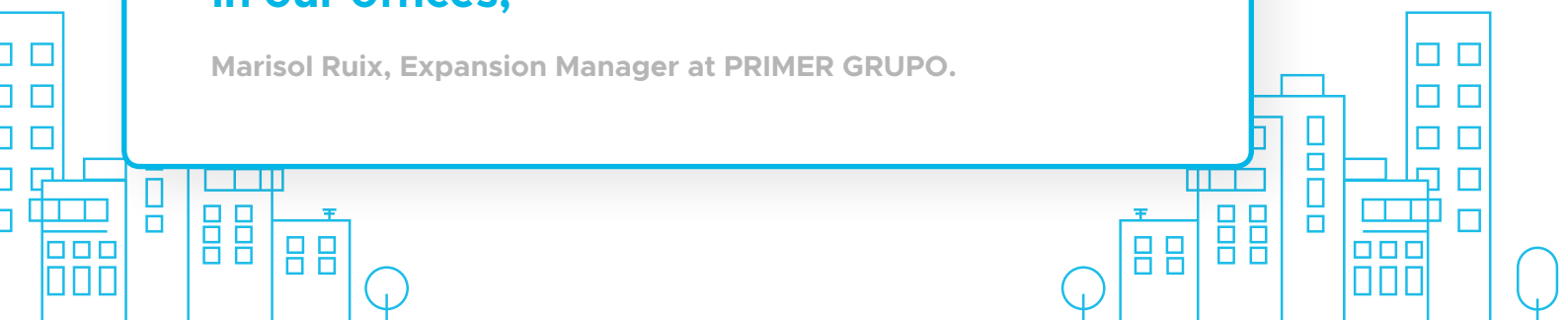
The company also makes good use of the platform's EU-compliant digital signature feature.

“It makes it much easier, each document has the correct client reference number or property number and all the right data loaded automatically,”

Lidia Calvo, Director at PRIMER GRUPO Inmokass.

“Digital signatures let our customers sign documents anywhere in the world. Even better, they are just as valid as documents that have been signed right in front of us, in our offices,”

Marisol Ruix, Expansion Manager at PRIMER GRUPO.





“We save time, both in preparing documents and when we’re training new franchisees and we’ve increased the quality of our services for our clients since the documents can be digitally signed from any device and from any part of the world.”

How easy has integration been?

All 14 of PRIMER GRUPO’s franchises use the software and they couldn’t be more satisfied with the service.

“The time that the platform has saved them, together with the security of having documents updated with the latest regulations...is something that our franchisees really appreciate,” says Marisol Ruix.

PRIMER GRUPO was able to integrate the platform quickly and the onboarding for franchises was easy.

“We just had to do a training session with our franchisees to introduce the tool - and then we had a quick follow-up phone call with the agencies to find out how the implementation was going.”

And what were the results?

PRIMER GRUPO produces around 50 - 60 legal documents each month using the Bigle Legal platform, saving an estimated 1320 work hours (33 working weeks!) and €45,360 a year.

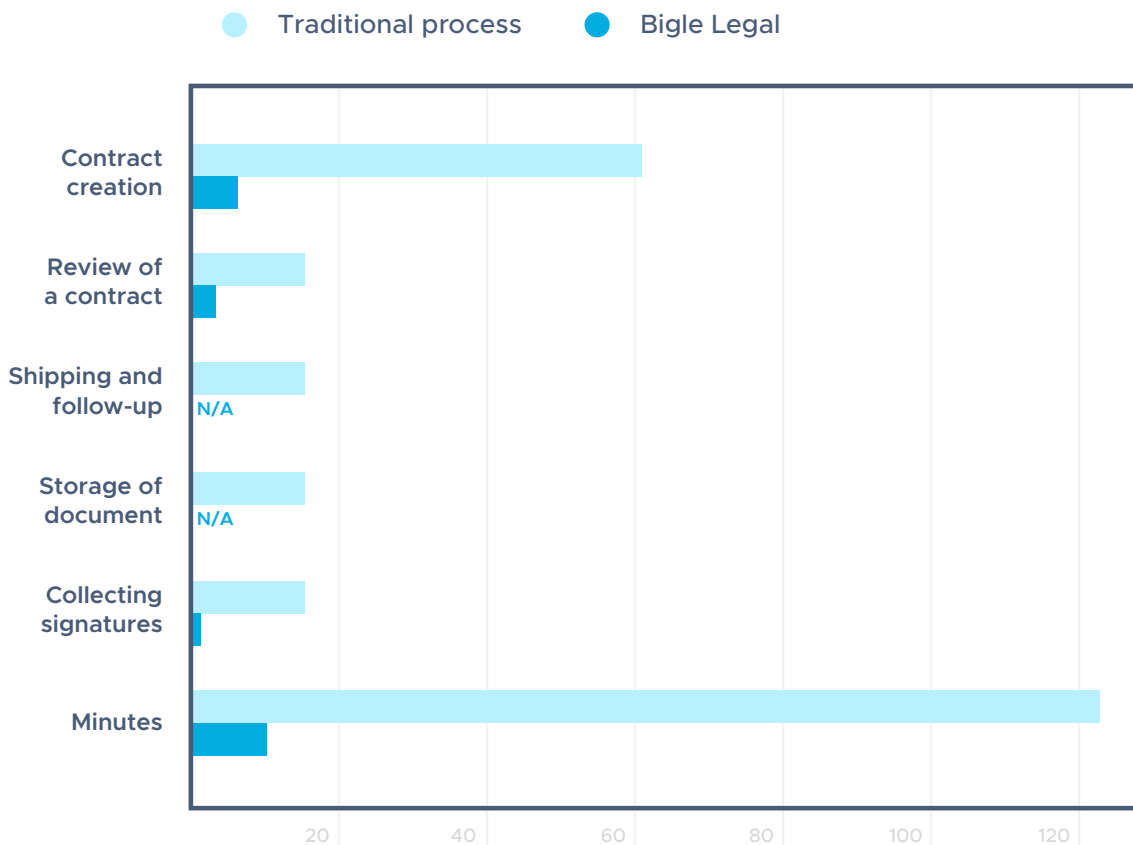
Bigle Legal’s document automation platform has been a big success for PRIMER GRUPO - first of all, because of the improved experience they are now able to offer to their customers and franchisees.



Contractual process

In this calculation we have not considered the savings due to process improvements and mitigation of errors.

	Traditional	Bigle Legal
Contract creation	60'	6'
Review of a contract	15'	3'
Shipping and follow-up	15'	0'
Storage of the document	15'	0'
Collecting the signatures	15'	1'
Total minutes	120'	10'



Number of contracts created per month: **60 Contracts**

Number of hours worked yearly per employee: **1430 hours**

ANNUAL SAVINGS RESULTS



Traditional method costs	48.960 €
Hours saved thanks to automation (BL)	1.320 Hours
Economic savings in time of employees	39.600 Euros
Savings of material (paper and toner)	3.600 Euros
Saving in shipping costs	2.160 Euros

45.360 Euros

33 working weeks

1.320 hours of work



About Bigle Legal

Bigle legal is the next-generation end-to-end document automation platform. Our mission is to transform the way law firms, real estate professionals, notaries and in-house legal teams at any business create and manage documents. It's time to say goodbye to repetitive tasks and re-focus your efforts on high-value customer-centric work and growing your business.

Our secure cloud-based platform automates your complex documents and allows you to create new contracts in under 5 minutes. With fully customizable document templates, dynamic forms, and EU-compliant digital signatures, legal teams can save hundreds of thousands of Euros a year in repetitive paperwork.



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Want to know how document automation can help your business grow?

Contact our sales team for a live demo!

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