



How Barghest Building Performance uses Aerofiler to help scale its operations

Barghest Building Performance (BBP) helps commercial and industrial building owners to dramatically improve the operational efficiency of their HVAC systems through automation and proprietary control strategies. BBP uses sensors, software algorithms, equipment controls, and engineering design to cut electricity consumption in the HVAC systems of commercial and industrial buildings by as much as 40%. Headquartered in Singapore and funded by a leading U.S. private equity firm, BBP is a rapidly growing company that helps clients in 8 countries across Asia. It serves clients such as HP, Shangri-La, HSBC, and Micron.

With a growing customer base, BBP needed to ensure that its legal operations scaled in a sustainable manner that kept pace with the rest of the business.

The Challenge

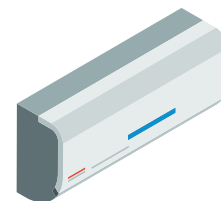
BBP has been helping its clients to become more efficient consumers of energy for years. Strong growth led them to raise funding to further accelerate their business and invest in new technology. Such rapid growth also came with challenges, as the business sought to scale in a sustainable manner across all its business functions.

With an increasing customer base came an increasing number of contracts. Many of BBP's customers are major multinational organisations whose contracts tend to be complicated and long term. As such, BBP needs visibility into the contents of those contracts - which means being able to track key information about them on an ongoing basis, and being able to provide reporting for the management and sales teams.

Wye Lyn Chin wears multiple hats at BBP, being responsible for corporate development and legal work, including the management of BBP's customer contracts. To achieve the business goals of organising those contracts and providing the company with visibility into them, she used a variety of conventional systems that required time consuming, manual inputs.

With the growth in contract volumes, she soon realised that: "When we were a smaller start-up, things were easily managed via a shared drive ... but as complexity increased and the business grew, a more systematic approach was required and we wanted to reduce manual inputs as much as possible and be able to generate reports from a system." Their existing solution - one that involved multiple systems - was no longer scaling with the business, and maintaining it was taking too much time away from her other responsibilities.

BBP decided that it needed "a contract management system to organise our contractual obligations and track the key parameters across our various geographies and projects." It "was key for BBP to systematically organise our contracts on one central platform."



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Turning to Aerofiler: The Results

BBP was able to get started with Aerofiler in less than a week after their Aerofiler account was created. This included the time it took for them to migrate their existing contracts into Aerofiler, configure the system, and to enter the information they needed to track in each of their contracts. Wye Lyn also highlighted Aerofiler's "willingness to engage with us" as being a positive factor in the onboarding experience.

After Aerofiler was implemented, the legal team realised how Aerofiler was turning out to be a key operational system. Aerofiler allowed BBP to merge its existing infrastructure with a single system, that both centralised the storage of contracts and allowed key information to be tracked.

When asked about how Aerofiler has changed her day-to-day job, Wye Lyn explained: "I use Aerofiler almost every day - either as my legal folder for legal documents or looking for specific contractual details and generating necessary reports for various internal tracking measures. It definitely has made things more organised. Information is more easily accessible - I spend less time going through many folders in my computer and the reports are generated quickly and with less manual work. The flexibility in the system has also been great in adapting to the needs of a fast growing company."

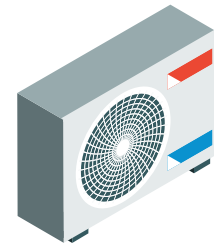
BBP uses Aerofiler to:

- file and organise its contracts in one centralised location
- quickly locate contracts
- review contracts and record key information about them (such as renewal dates)
- generate reports about its contracts that are distributed to other business teams

Overall, BBP notes that Aerofiler "is great for keeping our organisation organised" and that it would "happily recommend Aerofiler" to other high growth businesses.

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Aerofiler is a next-generation contract repository that helps in-house legal teams to manage signed contracts and corporate records of all types, regardless of their source. By combining intelligent workflow automation, assistance, and AI tools with an industry-leading user interface, Aerofiler significantly reduces work and saves time compared to other solutions. Replacing folder storage, spreadsheets, and legacy contract management systems, teams use Aerofiler to file, search, browse, review, analyze, report on, and track key information in their legal and corporate documents.



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