

Alerus Center Simplifies Contract Processes with Momentus' Electronic Signature Integration



Overview

Alerus Center is located in Grand Forks, North Dakota, and has been a customer since 2018. They hold around 400 events annually. Their process for signing and completing contracts was long and required too many steps. Here's how Momentus helped accelerate the process.

Organization:

Alerus Center

Industry:

Stadiums and Arenas

Headquarters:

Grand Forks, North Dakota

The Challenge

Prior to Momentus, the Alerus Center sales team emailed clients a PDF of their booking contract. The client had to print and sign the contract, scan it, and then send it back to Alerus Center. After receiving the signed contract, the internal team at Alerus Center had to print, file, and get the GM's counter signature. After rescanning the contract, the Alerus Center team would send it back to the client to finish the booking.

This was the process for every sales contract at Alerus Center. Looking for a faster and more efficient way, they turned to Momentus.

The Solution

Since implementing the electronic signature integration with DocuSign, the Alerus Center sales team has become more efficient and can now sign contracts on the go. With the new ease of signing, they can turn contracts around quicker. They can also generate automatic reminders for clients who still need to sign.

The Result

After implementing the software, Looker said Alerus Center has seen an increase in efficiency for their contract processes.

"With the integration of DocuSign for all sale contracts, this has not only made our sales team's life easier but has also made signing documents for clients infinitely more efficient," she said.



"The sales lifecycle has been shortened by an average of three to five days with this new implementation. It's just one more click and the software does the rest. My only regret is not implementing this change sooner!"

Shelby Looker

Alerus Center

Contact us today to explore opportunities to improve your venue and event management.

Contact Us

