AODOCS

MediaNews Group

CASE STUDY

How MNG cut contract processing time by 40% with AODocs AI

MediaNews Group (MNG) manages thousands of contracts in dozens of regional offices across the U.S.

Fragmented repositories, rigid legacy CLM tools, and manual approval bottlenecks impacted the procurement team's productivity. With AODocs' AI-powered document management, MNG has **cut hours of manual work, reduced contract management cycle times by 40%, boosted decision-making speed and confidence, and freed managers from approval queues to focus on high-value work**.

Challenges

Fragmented Contract Repository => Search Blind Spots

Contracts were scattered across systems without a consistent naming convention. Legal and procurement struggled to retrieve the right contract at the right time, a critical issue in vendor disputes or renewals.

Rigid CLM and Inefficient Homegrown Processes => Approval Bottlenecks

Built on top of Google Docs and Sheets, contract management was multi-step and slow. Manual redlining, copy-pasting metadata, and chasing document owners for signatures consumed hours of senior staff time.

No Real-Time Data Connectivity => Procurement Blind Spots

With contract management and spend data siloed in separate systems, leadership lacked a consolidated procurement and sourcing view to track renewals, identify overlaps, or flag upcoming commitments.

Solutions

Centralized, AI-Powered Contract Repository

AODocs brought order and clarity to MNG's contract management with a centralized, searchable repository built directly inside Google Drive. AI-assisted search combines keywords and document properties to surface the right contract instantly — even in complex scenarios like active litigation — while eliminating the naming conventions inconsistencies that plagued the previous system.

Faster and Clearer Workflows with AI Metadata Extraction

AI extracts key metadata directly from PDF contracts, converts documents to Google Docs, automatically populates cover sheets, and routes agreements for signature via Adobe Sign integration.

Intelligent Renewal Alerts Across the Portfolio

With ~2,500 active contracts across its portfolio, missing a renewal or expiration date is not an option for MNG. AODocs monitors each agreement and triggers accurate, timely alerts so the right people can take action — including after a regional acquisition in Texas, where AODocs AI automatically identified and categorized contracts approaching renewal across departments.

Seamless Fit with Existing Google Workspace Habits

Using AODocs did not require MNG to abandon the tools its teams already knew. The solution was designed to feel like a natural, more powerful extension of Google Workspace — lowering the learning curve and accelerating adoption across MNG's decentralized, multi-property structure, where each business unit manages its own vendor relationships independently.

Wins and Results

40% Reduction in Contract Management Cycle Time
From intake to signature, the end-to-end contract process is dramatically faster — saving operational costs across the organization every year.

90% Time Saved for Executives Submitting Contracts
Executives who previously navigated a complex multi-step submission process now send a single email.

Minutes Instead of Hours for Confident Contract Analysis
AIDA, AODocs' AI assistant, cut the time to analyze clauses in vendor disputes from over an hour to a few minutes, enabling faster, more confident decisions.

Faster Dispute Resolution
When a vendor dispute arises, teams can surface relevant contract terms in minutes, strengthening their negotiating position and reducing legal exposure.

From Scattered Files to a Single Source of Truth
~2,500 contracts are organized, consistently tagged, and instantly searchable — giving legal, procurement, and finance the visibility they need to act decisively.

Scalable Across Acquisitions
AI immediately catalogues and categorizes incoming contracts by department and renewal date, making integration seamless and risks visible from day one.

"We've reduced our overall contract management time by 40%… Before, senior owners of documents spent a lot of time on validation and approval. Now they just send an email.

Bob DeRosia
Director of Corporate Procurement
MediaNews Group

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