

Creating a 'one stop shop' for contracts

Juro x  **tibber**

Company

Tibber

Company size

300+

Industry

SaaS

Funding

\$181m

Location

Førde, Norway

Tibber is a Norwegian energy company changing the way we buy and consume electricity. Since launching in 2016, Tibber has helped over 200,000 customers, and is located across offices in Berlin, Førde, Helsinki, Amsterdam and Stockholm.

The challenge: contracts scattered across the business

Tibber had gone from 30 to 330 employees in just two years. When the business hired Ulrika Leikvang as the Head of Legal, Ulrika was tasked as sole counsel with building out legal infrastructure in the business – an exciting aspect of the role.

Less exciting was trying to get a handle on the business' contracts, which were saved in shared drives, emails, and personal desktops.

Ulrika explained the challenge further: "I sank a lot of time into searching for both legacy and ongoing contracts. I would have to click through each folder, scan through lists of contracts ... and sometimes I still wouldn't find what I was looking for."

This lack of contract repository opened the business to risk, as Ulrika couldn't track deadlines or renewal information. It also affected the CFO and Head of Quality – both of whom needed an overview of signed contracts.

Active contracts were managed through an eSignature tool, which negatively impacted the partnerships team, eCommerce, marketing, and most notably, HR.

"Most of the teams were using an eSignature tool to agree contracts, but the process was really time-consuming. Not ideal for HR, who were hiring 30 people a month and needed to process offer letters quickly. We needed a proper system in place."

The requirements: what did Tibber need?

Ulrika wanted a contracts platform that was easy to implement, easy to use, and could be deployed beyond

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Ulrika Leikvang
Head of Legal, Tibber

legal as a unified workspace for all things contracts. She also wanted to get ahead of the problem before it became unmanageable.

"I didn't want to end up having 7,000 documents in a Google Drive before I resolved the problem. I started looking into the solutions that would both help me and help the business become more efficient."

The solution: contracts stored, managed, and tracked in one platform

Ulrika was a Juro customer at a previous role, which made choosing a contracts platform much easier – Juro is rated #1 in its category for ease of setup and ease of use by G2.

In April 2022, Ulrika implemented Juro to act as a single source of truth for contracts. Since buying Juro, adoption has been so impressive that Tibber has added a further 80+ users.

A contracts platform anyone can use: "implementing Juro was painless – most teams just decided to try the platform out for themselves without needing my involvement"

A streamlined contracts process: "before Juro, the partnership team had to get legal involved in the creation and negotiation of contracts. Now, with Juro, they're free to self-serve from existing templates – and they're thrilled about it!"

Access your contracts in just a few clicks: "searching for documents was a time-drain before Juro. Now, I go into Juro daily, and can access all our documents through a simple search"

Placing legal back in control: "I get notifications when contracts are about to terminate, and everything is easy to find."



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The results: replacing eSignature with contract automation

Ulrika wanted a platform that could resolve several issues;

"We've saved \$8000 a year having cancelled our subscription to the eSigning platform"



Ulrika Leikvang
Head of Legal, Tibber

simplifying the process of agreeing contracts, and creating a unified workspace for signed contracts.

She achieved all this through Juro, and valued the customer-centricity she experienced throughout the sales and onboarding process.

"The eSignature platform we were using also had a contract handling platform, but it felt like such a massive project just getting an offer from them. With Juro, everything from the demo to onboarding made me feel like I was being taken care of."

Ulrika has since replaced the eSignature tool with Juro and its native eSignature platform: "we saved \$8000 a year having cancelled our subscription to the eSigning platform – Juro has a native eSignature, and covers the pre- and post- signature stages. That's the biggest return on investment."

"If you want a platform that'll help everyone handle contracts from one place, I would definitely recommend Juro as a one stop shop for contracts." 🏆

Juro for legal: contract automation for visionary GCs

Self-serve contracts

Enable business colleagues to create contracts effortlessly

Contract workflow

Create frictionless drag-and-drop approval workflows

Contract repository

Get real-time insights with a flexible data layer



"30 per cent of the legal function's time is won back"

Legal team, Cazoo

Juro is the all-in-one contract automation platform that enables all teams to streamline the creation, execution and management of routine contracts at scale. Juro is backed by top-tier venture capital funds in the US and Europe. Juro powers more than 600,000 contracts for 6000+ companies in 85+ countries, with a customer base that includes Trustpilot, SoundCloud and WeWork.