



## UNISON CASE STUDY

# Frontier Technology, Inc.

### Introduction

This case study of Frontier Technology, Inc. is based on a survey of Unison customers by a 3rd-party research service.

For over 30 years, FTI has been in the business of helping the Department of Defense (DoD) and other government agencies implement informed and wise decisions to solve difficult problems. They have focused their technologies on customer challenges by providing decision analysis, support services, and agile Sole Source contracting solutions.

### Challenges

The business challenges that led the profiled company to evaluate and ultimately select Unison CLM:

- Lean staffing to perform a high volume of work
- Inefficient contract management processes
- Heavy flow of urgent data calls from federal customers, auditors, and executives

### Use Cases

The surveyed company uses Unison CLM to:

- Address the heavy flow of urgent data calls
- Prepare properly for audits
- Forecast upcoming funding, option year exercises, and value changes

### Results

The surveyed company achieved the following results with Unison:

- Unison CLM increased their productivity by 51-75%
- Since implementing Unison CLM, their compliance is 26-50% stronger

**“Unison CLM streamlines our contracts business and allows our employees to focus on items that matter.”**

- Scott Ledford, Contracts Analyst,  
Frontier Technology, Inc.

### Company Profile

*Company:*

**Frontier Technology, Inc.**

*Company Size:*

**Small Business**

*Industry:*

**Computer Services**

### About Unison CLM

Unison CLM provides contracts professionals an intuitive, efficient, integrated approach to accurately, promptly answering data calls and fully comply with FAR/DFARS and agency-specific regulations.

# Get started with CLM.

Request a demo at [unisonglobal.com/clm](https://unisonglobal.com/clm)

# CLM