

## Stanwell Corporation automates Proactive Contract Compliance Management with Open Windows.

“With Open Windows CLM, we are now pro-active rather than reactive. Prior to the adoption of Open Windows CLM, Stanwell’s contracts database was mainly paper based. A lot of time was wasted looking for contracts, schedules, files notes, and data was stored in multiple locations.”

**Tania Scott**  
*Stanwell Group Category Manager*

Stanwell Corporation Limited is Queensland's largest power generator with the capacity to supply more than 45 per cent of the state's peak power needs. In the midst of all the demand schedules and critical payment schedules to suppliers, Stanwell realised that a proactive Contract Lifecycle Management solution was required to manage their paper based operation.

Stanwell implemented Open Windows’ Contract Lifecycle Management solution in 2003, and it has become a critical part of Stanwell’s compliance process.

Open Windows Contract Lifecycle Management solution’s ability to notify multiple stakeholders of impending trigger points, means staff attrition and leave are no longer issues in missing critical dates, because someone will always receive the notification. Stanwell staff now receive timely notifications of contract deliverables and compliance items that may otherwise have been missed, allowing them to take action when required.

Nomination of quantities for large supply contracts are critical to meeting demand in revenue generation. The failure of organisations to meet deadlines in purchasing can run into millions of dollars of lost revenue on a single contract. Leases and ‘right to operate’ agreement renewals are also managed by the Open Windows solution. Should these renewals be missed, the consequences are severe.

Glen Hamilton, Stanwell’s Former Manager of Group Procurement is quick to point out that while ‘governance’ was a key reason for implementing the Open Windows CLM solution, far bigger drivers exist, being occupational health and safety, cost savings, and revenue protection. The on-going

maintenance of work method statements, environmental and safety management plans, and insurance cover is critical to driving down accident and incident numbers, and being covered should incidents occur.

Value delivery in Stanwell procurement is driven by visibility into group relationships provided by the system and the pro-active nature of milestone notifications, knowing what could potentially happen, before it does, allowing staff to act sooner, and ensuring that obligations are fulfilled and deliverables received prior to payment.

“Greater diligence in contract management attracts respect from Suppliers and in turn is a catalyst for better supplier relationships which then lead to cost savings”

**Glen Hamilton**  
*Stanwell Former Manager Group Procurement*

“Large organisations get very good at paying for goods and services, but are sometimes less than diligent about making sure they receive what they are paying for,” says Adam McInnes, Open Windows CEO. McInnes states that Stanwell was an early adopter of the Open Windows solution and the government owned entity is “a great example of good contract management at work in industry.”

“Good things happen through good planning rather than good luck,” says Tania Scott on proactively managing contracts. “The system allows commercial officers to focus on their core responsibilities rather than administration tasks.”

## About Stanwell Corporation

Stanwell Corporation Limited is Queensland's largest power generator with the capacity to supply more than 45 per cent of the state's peak power needs.

With 1,100 employees; a combined generating capacity of 4,478 megawatts; gas, hydro and coal-fired plant; and assets located across the length and breadth of the state, Stanwell is well placed to provide efficient and competitive power to Queenslanders well into the future. Their operations supply electricity to satisfy the demand for energy from industrial and residential end users throughout Australia.



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Innovation  
Partner of the Year

Open Windows won the Microsoft Australia Innovation Partner of the Year Award for its innovation on the Azure platform.



ISV/Software  
Partner of the Year

Open Windows was a finalist for the 2011 Microsoft Australia ISV/Software Partner of the Year Award.



**Microsoft Partner**

Gold Independent Software Vendor (ISV)

A Microsoft Partner for 11 years, Open Windows was the first Microsoft Independent Software Vendor (ISV) to recertify Gold under the New Partner Program. Open Windows works closely with Microsoft and is a consistent early adopter of new Microsoft platforms.

## About Open Windows

Open Windows is a privately held company formed in 1994 by brothers Shane and Adam McInnes using their commercial contract and project management experience to solve what they saw as a *Contract Management Problem*; that contracts, once signed, sat in filing cabinets, and only came out when something went wrong.

By providing system support to contract managers in tier 1 corporations and government departments, Open Windows has been able to reduce the risk of non-compliance in these organisations and facilitate real costs savings year upon year.

Open Windows Contract Lifecycle Management solutions does not replace people, it turns administrators back into managers, freeing them of manual administration tasks and allowing them to return to the real business of contracting; people and relationships.

Open Windows is still managed by Executive Director and CEO Adam McInnes and founder & Executive Director Shane McInnes. Since 2005, the ex-Premier of the State of Victoria Jeffrey Kennett has been non-executive Director and Chairman of the Board of Open Windows.

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