

Leading Australian grain organisation, CBH Group achieves best practice Contract Lifecycle Management with Open Windows solutions.

Co-operative Bulk Handling Group handles in excess of 350 contracts on an annual basis, which vary greatly in value. At CBH Group each contract, regardless of the size or value of the contract usually has the same number of obligations and carries the same amount of risk.

Prior to Open Windows, CBH Group had a contracts register in Microsoft Excel managed by a Contracts Specialist. Some of the challenges experienced, include:

- Reactive approach to Contract Management across the organisation;
- Incomplete contracts;
- Minimal information and reporting capabilities;
- Lacked overall visibility of the big picture;
- Little compliance, exposing CBH Group to risks;
- and it wasn't best practice.

CBH Group conducted an external audit back in 2009, and discovered there were 13 separate audit issues including insurances, contract risks and processes, data management etc.

“It was an obvious burning platform for change”

*Trevor Cameron
Group Procurement Manager - CBH Group*

“CBH Group will be able to reduce risk, save significant costs through better management of contracts, and reduce the amount of manual work associated with Contract Management”

*Trevor Cameron
Group Procurement Manager - CBH Group*

CBH Group is currently working with Open Windows to implement the Open Windows CONTRACTS solution, as well as the eTender portal, and Reporting Module.

Before selecting Open Windows, CBH Group's Group Procurement Manager, Trevor Cameron spent a lot of time researching other Contract Lifecycle Management solution providers, Open Windows was chosen because of the solution's deep functionality and ease of use, “Why change something that is already best practice? It'll cost you in the long run if you do, just keep it simple”

CBH Group has future plans to expand the use of the system across the organisation and develop further integrations in 2013.

About CBH Group

Co-operative Bulk Handling Ltd is a unique company with a history almost as long as the rural industry it serves. The commitment to maintaining a partnership with our grower-members has helped build an industry that has been the backbone of Western Australia's rural economy since the start of the bulk handling system in 1933. This partnership has also been the basis of our strength and success.

As we move further into the 21st century CBH Group have a much more competitive environment; however they are confident that their continuing partnership with grower-members will ensure they grow even stronger in the decades ahead.



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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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