

Contract Data as a Service



We transform complex contract language into structured data points that create unparalleled business advantage.

Outcomes

Used to measure the value created in the area of contracts

Revenue Gain

Preventing revenue leakage and reducing the cost of revenue through tracking and enforcing contract terms, as well as assessing value creation opportunities

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Risk Mitigation

Risk managed through individual agreement scoring and portfolio systemic risk analysis. Continuous monitoring of positions trends of executed agreements

Negotiation Improvement

An iterative feedback loop from past results to inform negotiations, by agreement type, geography, business unit and counterparty type

Digital Business Synergy

Integrate contract data into enterprise systems to create a holistic data framework across legal, compliance, the business and other functions.

Contract data value leakage

"Across industries, an average of 10% --and up to 40%-- of company's spend and revenue is leaked due to mismanaged contract data."

- World Commerce & Contracting Association

Market need

- 60% of CLM Implementation fully deploy as intended
- 82% Of F500 Data Executives agree data quality remains a problem for enterprise integration
- 90% of organizations have experienced a failed technology implementation

Unlock business & legal insights from contract data to drive value, control risk, and improve compliance

Industry transforming

Introducing the contract data model

CONCEPT

FORCE MAJEURE. If at any time during continuance of this contract, the performance in whole or in part by either party of any obligation under this contract shall be prevented or delayed by reason of any circumstances beyond the reasonable control of the affected party including flood, fire, earthquake or other acts of God; war, armed conflict, terrorist attack, civil war, civil commotion or riots, epidemic or pandemic, imposition of sanctions, embargo, breaking off of diplomatic relations or similar actions; strikes, labor stoppages or slowdowns, and any law or government order, rule, regulation or direction, or any action taken by a government or public authority (hereinafter referred to "Force Majeure Events") provided, notice of the happening of any Force Majeure Event is given by either party to the other immediately upon the occurrence thereof, neither party shall be reason or such event, be entitled to terminate this contract nor shall either party have any claim for damages against the other in respect of such non-performance or delay in performance, and the party affected shall take reasonable action to mitigate the effect as the result of any Force Majeure Event and shall exercise efforts to resume the performance prevented or delayed due to any Force Majeure Event.

SUB-CONCEPTS

DEFINITION

SCOPE

Act of God
War
Pandemic

NOTICE

Rights & Remedies

MITIGATION

RESUME PERFORMANCE

POSITIONS

OUR DATA MODEL

Over 1,300 Structured Positions

Concept	Sub-concept	Position
Force Majeure	Definition	Event beyond the reasonable control of Affected Party
Force Majeure	Definition	Unforeseeable cause
Force Majeure	Definition	Could not have been prevented by reasonable precautions
Force Majeure	Scope	Act of God
Force Majeure	Scope	War
Force Majeure	Scope	Epidemic
Force Majeure	Scope	Pandemic
Force Majeure	Notice	Not Required
Force Majeure	Notice	Prompt or Immediate Required
Force Majeure	Rights & Remedies	Termination Allowed
Force Majeure	Rights & Remedies	Termination Not Allowed
Force Majeure	Rights & Remedies	Claim for Damages Allowed
Force Majeure	Rights & Remedies	Claim for Damages Not Allowed
Force Majeure	Mitigation	Not Required
Force Majeure	Mitigation	Reasonable Mitigation Required
Force Majeure	Resume Performance	As Soon as Reasonably Practicable
Force Majeure	Resume Performance	When Mutually Agree is Possible

Our unique capabilities

Unlock value through structuring contract data

Create Your Contract Data Strategy

As our investment in the relationship, we scope your use case, create a sample set of data from your contracts and design a complete solution (people, technology, process) to meet your goals.

Generate Your Contract Data

KEY DATA SOURCES

New Agreements

Legacy Agreements

DATA MODEL APPLIED TO CONTRACT LANGUAGE

Over 1,400 Structured Positions to Drive Insights

Document
Readiness

De-
duplication,
health check,
categorization,
routing

AI Driven
Review

Auto
identification
& extraction of
key contract
provisions

Expert
Readiness

SME review
validate AI
and complete
nuanced
interpretations

STRUCTURED CONTRACT DATA

Searchable Database

Insight Database

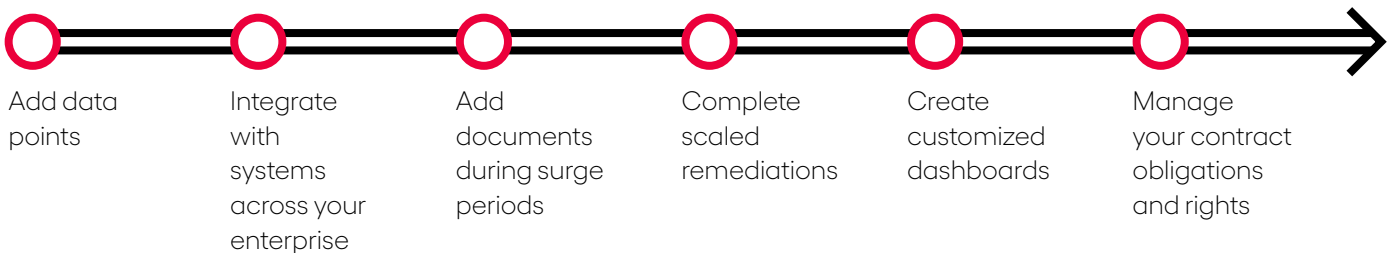
Risk Monitoring

Performance
Management

Manage Your Contract Data

We keep your data updated with amendments and new contracts, plus run a help-desk to answer questions your teams have and generate insights from your contract data, using available technology in your final solution

Additional Support for your Contract Data Challenges



Common Use Cases

- Legal (Dispute Resolution, Limitation of Liability, Indemnification)
- Finance (Payment Terms, Price Adjustment, Benchmarking, Audit)
- Compliance (Compliance with Laws, Warranty, Data Protection and Privacy)
- Operations (Termination, Termination Assistance, Acceptance Mechanics, Service Credits)
- Performance Continuity (Force Majeure, Disaster Recovery, Step in Rights)
- Intellectual Property (Ownership and Usage, Confidentiality)
- M&A (Change of Control, Assignment, Subcontracting, Non-Compete/Solicit)

