

Hello

From the global leaders in Document AI

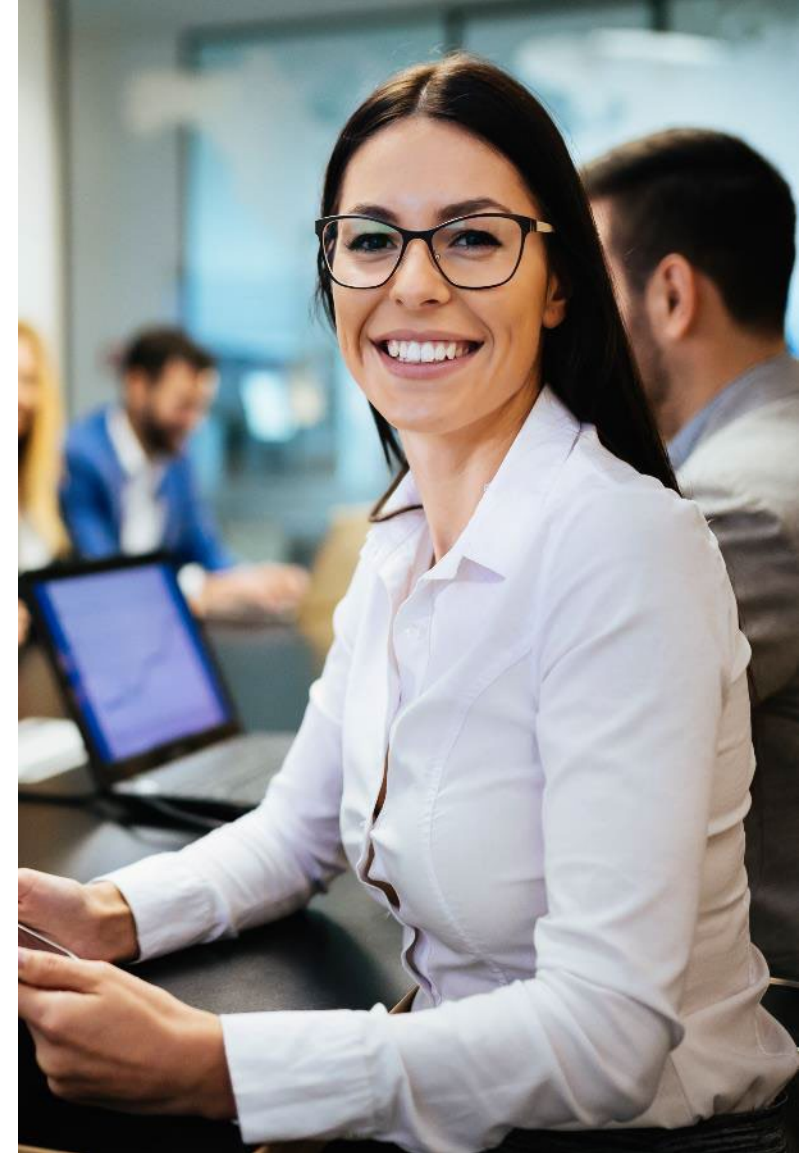
 **xtractedge** | Contract Analysis

edgeverve.com

Enterprise challenges : sight and insight

Unlock the full potential of your contracts

- 1 Are you equipping your legal team with right tools to review contracts efficiently?
- 2 Are you worried about the risks hidden in your vendor and supplier contracts?
- 3 Are you enabling your legal team with insights rather than data?
- 4 Are you worried about longer contract negotiation cycles?



Enterprises operate under increasingly complex contracts that require review by experts (legal, finance etc.), who are in short supply

Business spend per contract can go up from \$6900 to \$100000 based on complexity



Increasing number of contracts as enterprises outsource, partner, expand, grow



Changing regulation, nature of partnerships, nature of employment; Contracts are increasingly more complex



Legal experts – required for review and approval of all contracts, are costly (2-5x) and in short supply



Document digitization problem areas



Quality of scans

Handwritten texts, blurred images, orientation issues, black dots etc.

Handwritten text and a black dot are visible on the scanned document.

1

OCR issues

Confusion on visually ambiguous letters (1, l, l / o, O, O / 2, Z, z etc.)

OCR confusion: \$1500.00 -> 31500.00

Tower Lease -> 7ower Lease

Sale Deed - > Sale Dead

2

Table detection

Identifying different types of tables including invisible border tables

Table with 2 columns: Service Availability (%), Compensation from the Monthly Premium Charge

Service Availability (%)	Compensation from the Monthly Premium Charge
99.9 - 99.99	1%
99.9 - 99.99	1%
99.9 - 99.99	1%
99.9 - 99.99	1%
99.9 - 99.99	1%

3

Quality of scans

Flexibility to process different types of documents

OPTION AND LEASE AGREEMENT

CERTIFICATE OF LIABILITY INSURANCE

4

Value for the enterprise



Ensure contractual compliance

Improve your compliance posture. Ensure no data privacy or other regulatory violations occur by quickly tagging and analyzing thousands of contracts



Revenue recognition

Identify hidden and unidentified revenues from your corpus of legacy contract documents



M&A due diligence

Fast search, fast reading and quick research of your vendor contracts, lease agreements, software licenses etc. for M&A due diligence



Mitigate business risks

Out of the Box risk analysis & scoring of contracts for impact assessment and organizational risk mitigation



Insight driven decisions

Empower your procurement & legal teams with contract insights and critical data

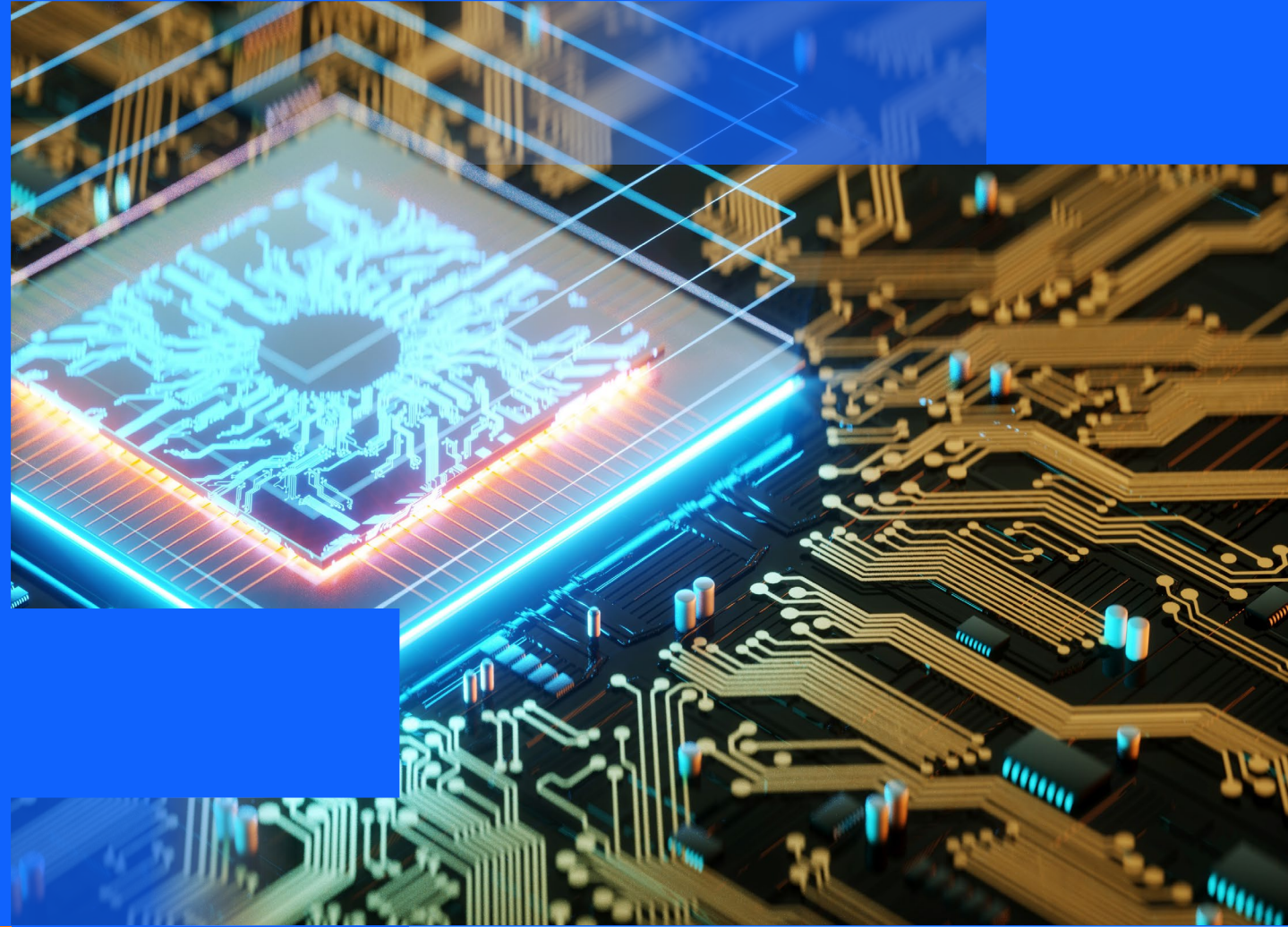


Unlock value across contract lifecycle

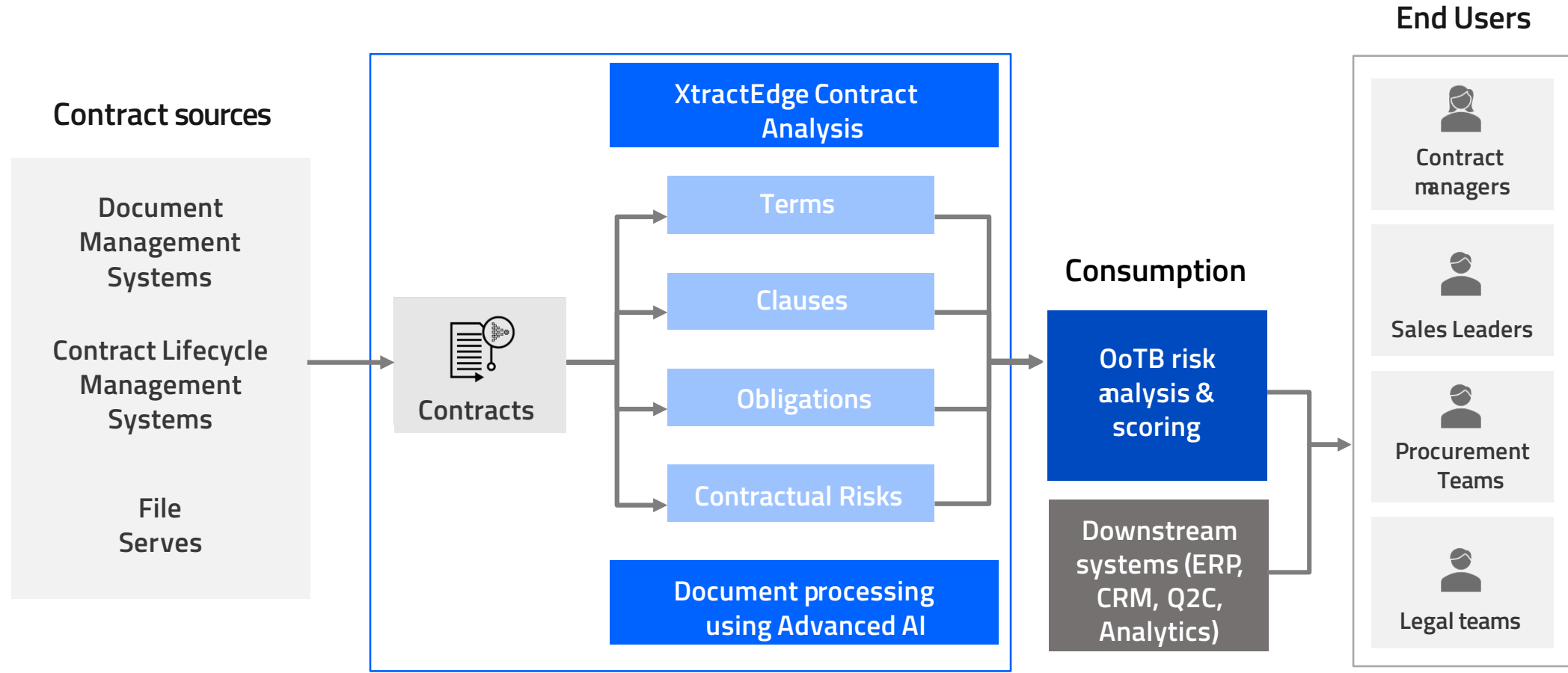


Introducing XtractEdge Contract Analysis

Xplore XtractEdge Contract Analysis to mitigate contractual risks, identify key clauses and terms, reduce the negotiation cycle by extracting insights from contracts and legal documents to make smarter business decisions.



AI powered contract review and risk scoring



Digitization of contracts and abstraction of critical information with XtractEdge Contract Analysis



Accelerated contracts analysis

Automated redlining and side-by-side comparison of contracts to perform fast search, fast reading and comparison of Terms/Clauses across contracts



Customized or Pre-built AI models

Process your contracts immediately using our OoTB models or build custom models to extract key terms and clauses relevant to your business



Complete contract traceability

Hierarchical document linking between MSA and all amendments provides complete contract traceability and helps you understand the impact of amendments on your Master agreements



OoTB Risk analysis & scoring

Out of the Box risk analysis & scoring of contracts for impact assessment and organizational risk mitigation



Advanced search

Gain visibility across all your contract documents from CLMs and other document sources with advanced search (NLP, wildcard and full Boolean search) based on keywords, metadata, terms and clauses

Accelerated contract analysis with specialized pre-built models

MSA

Identify risk in your procurement contracts & stop value leakage in supplier relationships by evaluating terms and clauses like inclusions, jurisdiction & indemnification

SOW

Be on top of your Statement of Work contracts by identifying deliverables like payment terms and other key procurement terms like payment terms & notice periods

NDA

Evaluate your NDA contracts for critical details — such as what constitutes “Confidential information” and understanding exceptions to confidentiality obligations

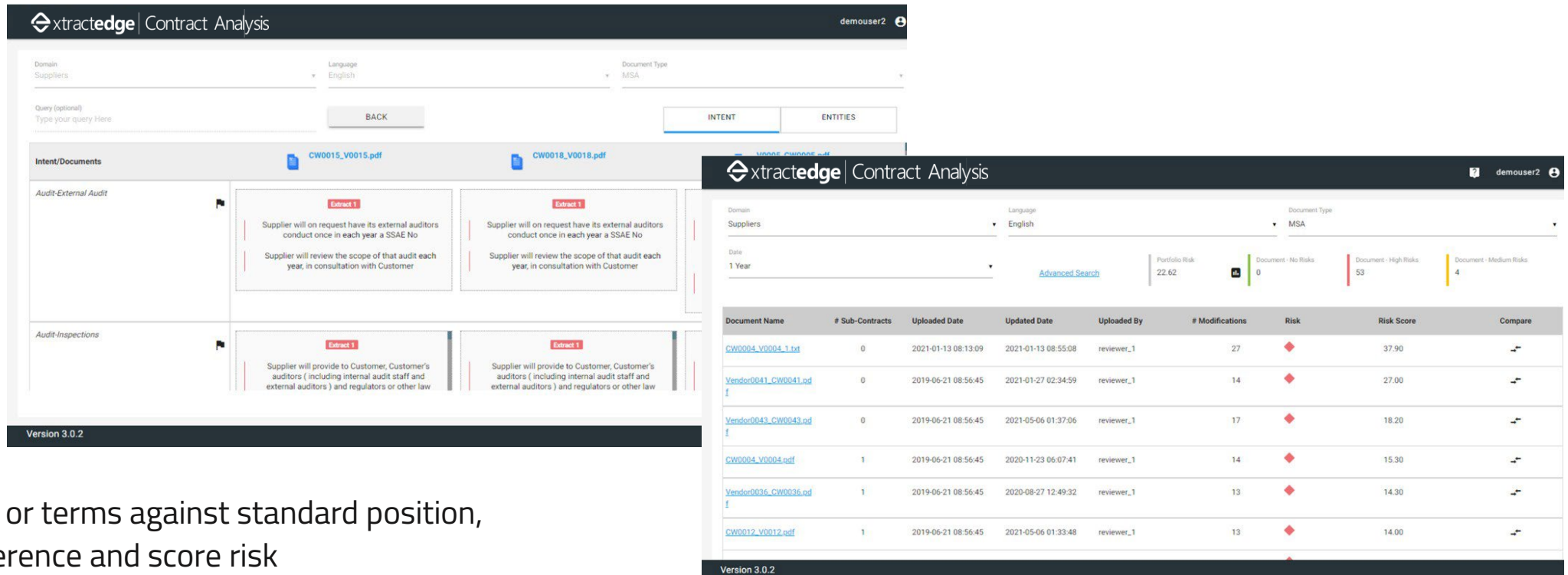
LIBOR

Review, repapering, and remediation for smooth LIBOR transition powered by an integrated AI and RPA solution

GDPR

Improve your compliance posture and ensure there are no data privacy violations by quickly tagging and analyzing your GDPR contracts

XtractEdge contract analysis in action



The interface displays a comparison of two documents, CW0015_V0015.pdf and CW0018_V0018.pdf, under the domain 'Suppliers' and language 'English'. The comparison is organized into two sections: 'Audit-External Audit' and 'Audit-Inspections'. Each section shows two extracts side-by-side, highlighting differences in text. For example, in the 'Audit-External Audit' section, the first extract states 'Supplier will on request have its external auditors conduct once in each year a SSAE No' while the second extract states 'Supplier will on request have its external auditors conduct once in each year a SSAE No'.

Below the comparison, a table lists the documents and their associated risk scores. The table includes columns for Document Name, # Sub-Contracts, Uploaded Date, Updated Date, Uploaded By, # Modifications, Risk, Risk Score, and Compare. The Risk column uses a diamond icon to indicate the risk level (No Risks, High Risks, or Medium Risks).

Document Name	# Sub-Contracts	Uploaded Date	Updated Date	Uploaded By	# Modifications	Risk	Risk Score	Compare
CW0004_V0004_1.txt	0	2021-01-13 08:13:09	2021-01-13 08:55:08	reviewer_1	27	High Risks	37.90	Compare
Vendor0041_CW0041.pdf	0	2019-06-21 08:56:45	2021-01-27 02:34:59	reviewer_1	14	High Risks	27.00	Compare
Vendor0043_CW0043.pdf	0	2019-06-21 08:56:45	2021-05-06 01:37:06	reviewer_1	17	High Risks	18.20	Compare
CW0004_V0004.pdf	1	2019-06-21 08:56:45	2020-11-23 06:07:41	reviewer_1	14	High Risks	15.30	Compare
Vendor0036_CW0036.pdf	1	2019-06-21 08:56:45	2020-08-27 12:49:32	reviewer_1	13	High Risks	14.30	Compare
CW0012_V0012.pdf	1	2019-06-21 08:56:45	2021-05-06 01:33:48	reviewer_1	13	High Risks	14.00	Compare

Compare clauses or terms against standard position,
highlight the difference and score risk

Power of XtractEdge Contract Analysis for you & your customers



Value Proposition for Personas

Accelerated contract review & reduction in contract negotiation cycle enables sales leaders to close more deals

OoTB risk scoring and analysis for impact assessment of supplier contracts



Removes tedious manual contract review work & enables legal teams to spend time doing high value work like negotiations & deal closure

OoTB risk scoring and analysis for impact assessment of supplier contracts

Go beyond the limited capabilities of your CLM and power your contracts extraction through AI, increase accuracy by teaching the models and interconnect contracts to extract better value

Building a future-ready enterprise with XtractEdge Contract Analysis



Large American bank

Processing of historic load of 24K+ global procurement contracts and risk scoring contracts and suppliers.

Risk scoring

Digitized and extracted contracts. Risk scoring to access potential risk of contracts and suppliers



Japanese manufacturing company

Contract review process was manual and time-consuming, where procurement staff needed at least 2-3 hours to review a draft contract.

Risk scoring and summarization

Performed risk analysis and recommended for alternative wording. Automatically built a contract summary in structured format.



US semiconductor company

Lack of visibility to contracts spread across different application systems, making it challenging to search for key terms and clauses slowing down M&A due diligence.

Faster Due Diligence

Fast search and comparison of terms and clauses within acquiree contracts. Risk scoring of the contracts for impact assessment of contracts & suppliers of the acquiree.



Middle Eastern bank

Alert on contract renewals to avoid missed renewals or cancel contracts before renewal date.

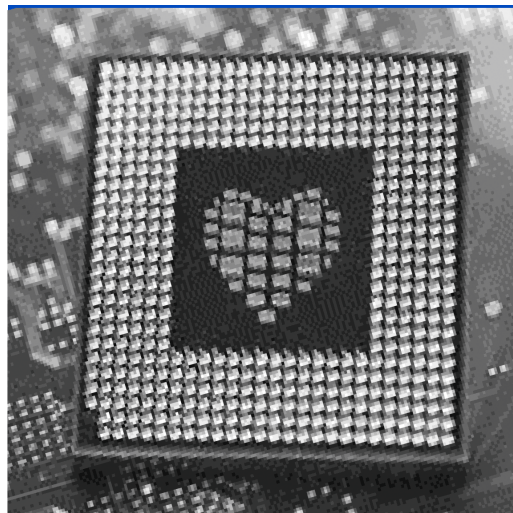
Alerts

Automatically extract start date, end date, termination dates from contracts and alerting for timely contract renewals or cancel contracts in advance.

Accelerated contracts review & risk scoring



For a Semiconductor major headquartered in the US



Processed the historic load of 32K contracts and extracted the key terms and clauses. This enabled the client's legal team to perform faster search of contracts and to quickly compare terms and clauses across contracts.

70%
reduction in
manual efforts

Contract review time reduced drastically, improving productivity and reducing manual efforts by the staff

>90%
accuracy

Delivered more than 90% accuracy in historical contract processing

Problem Statement

Multiple issues in integration and challenges in dealing with acquired customer contracts post-acquisition. Client needed a solution for comparing the contract value against billing information, identifying any revenue leakage, tracking renewals to enforce re-negotiations on prices and services and identifying inactive suppliers.

Our Solution

Deployed XtractEdge Contract Analysis for contract digitization. Built custom post M&A analytics dashboards to support seamless integration. To identify all non-compliances quickly for corrective action. Set this up this as a platform for any future acquisitions for rapid and effective integration.

Outcomes

Enabling digital transformation for Clients' CFO organization. Foundational support for client's analytics platform. 70% reduction in manual efforts.

Automated risk review & scoring of supplier contracts



For a BFS major headquartered in the US



Processing the historic load of 24K+ global procurement contracts with implementation of automated ingestion of documents and metadata from procurement system of records into XtractEdge contract Analysis for extraction of terms, clauses and risk scoring

10X
Productivity
increase

Global procurement team is able to process 10X the volume of contracts in the same amount of time.

60%
Cycle time reduction

Reduction in Contract Cycle time

Problem Statement

Processing of historic load of 24K+ global procurement contracts along with risk scoring for all contracts, suppliers and document types.

Our Solution

XtractEdge Contract Analysis digitized historic procurement contracts and assessed them using Computer Vision, OCR, NLP and AI/ML capabilities. We have also implemented our risk scoring module for the client.

Outcomes

Model training and testing to deliver accuracy of over 90% allowing our client to reduce contract cycle time by 60%. Client will also get risk profile for all contracts, suppliers & document types.

* Potential outcome

Revenue leakage opportunity identified

For an American telecom giant



Processed 600K contracts in two weeks, identifying terms and clauses, for our client. Client is on course to save \$90 mn* through favorable clauses.

60%
Productivity
increase

Contract review time reduced drastically and duplicate contracts were eliminated, improving productivity

98%
accuracy

Enabled client to achieve 98% accuracy in their contract clause extraction.

Problem Statement

Quickly search for different clauses, terms, metadata or keywords from a corpus of historic contracts. High variation in contract clauses as multiple contract parties are involved with unique contract templates, terms and clauses.

Our Solution

A highly scalable document extraction system to extract clauses and terms from large volumes of documents that provide an intuitive UI to precisely search for the right documents containing specific clauses/ terms/ metadata or keyword entries.

Outcomes

60% productivity increase for staff and 98% accuracy in contract clause extraction for client with automated contract analysis across the contract documents.

* Potential outcome

Up to 98% accuracy in clause extraction

Illustrative performance numbers



12,500 contracts digitized per hour*



600K contracts extracted & made searchable in 2 weeks*



~90% average accuracy achieved per contract



100 minutes saved per contract review Vs manual review*

Sampling of Business Outcomes Delivered



Cost savings for a Japanese conglomerate



Revenue leakage opportunity identified (unclaimed refunds) for an American telecom major



Improvement in productivity for a US financial services major



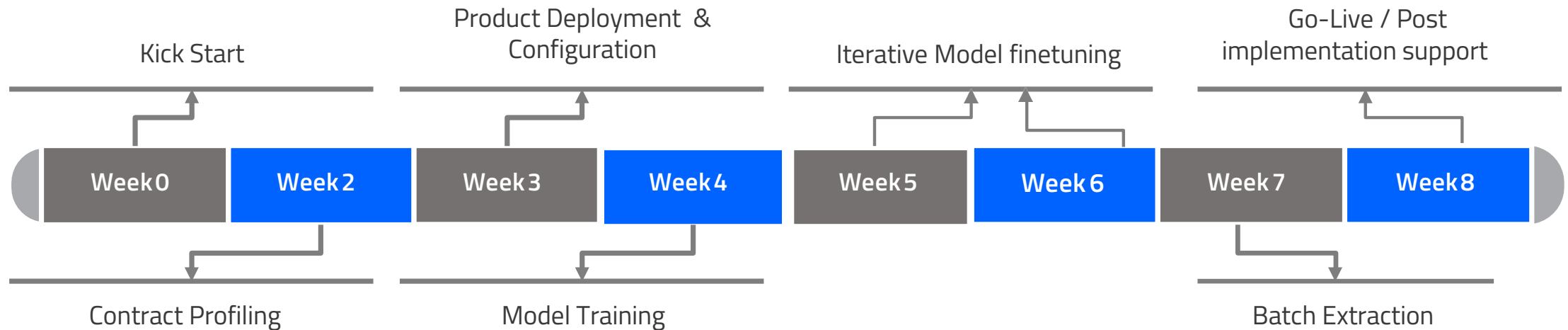
Productivity increase for an American telecom major

XtractEdge Contract Analysis vs The world



XtractEdge Contract Analysis		Feature		Competition
3.41 contracts (average 20 pages per contract) processed per second (Live environment)	>	Processing speed	>	Very few competitors come close to our speed of contract processing.
Up to 98% accuracy achieved in clause extraction (Live environment)	>	Accuracy	>	We have replaced competition in various client engagements by proving to be more accurate.
Our solution is backed by 500+ legal professionals who have expertise on XtractEdge Contract Analysis	>	Legal domain	>	Not all competitors have such a strong backbone of legal understanding and Legal AI expertise
Computer Vision for pre-processing, parallel neural pathway, different specialized AI algorithms to extract different sections of a document (patent pending)	>	Advanced AI technology	>	Most competitors don't have such an advanced AI technology stack
Ship early, continuous learning - only 25 documents needed to create highly accurate models, which improves over time	>	Sophisticated learning	>	Competition doesn't have such a highly sophisticated AI model

XtractEdge Contract Analysis - Sample Implementation plan (Medium)



Assumptions taken for number of terms & clauses to be processed . Any down stream integration will involve additional time and effort

Thank
you

