

# Using Contract Review & Negotiation Teams to Meet Your Needs and Timeline

## Challenge

The Legility Enterprise Legal Solutions team was asked to facilitate the review and negotiation of client contracts that were being handled by outside counsel at a top Am Law 100 firm.

## Our Team

Our dedicated team of Legility lawyers provides a **flexible solution** to tackle commercial contracts. Whether you need a full-team or only one person, Legility provides end-to-end, **customized solutions** that include **people, processes, and technology**.

“Legility’s model reduced turnaround time from 12 to 4 days & **cut contract cost in half** — helping the client save time and money.

The review scope and volume were anticipated to be approximately 30 - 50 contracts to be reviewed and negotiated on a monthly basis.

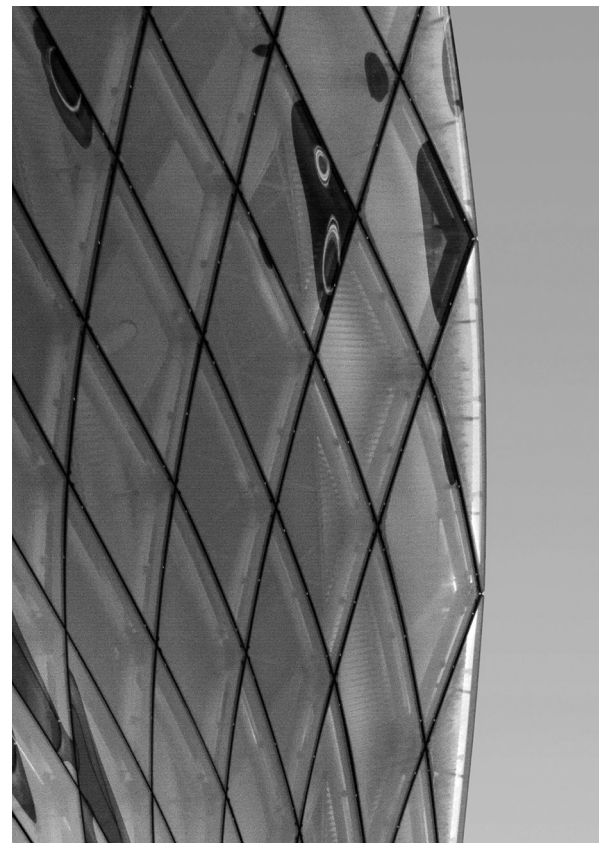
The contract types within the scope of this project were:

- POs with Ts & Cs and an order value of \$50,000 or above
- Master Services Agreements (MSAs)
- Parent Company Guarantees (PCGs)
- Purchase Agreements
- Sale Agreements
- M&A Non-Disclosure Agreements (NDAs)

## Solution

Legility worked with in-house counsel on a regular basis to ensure that the product delivered met the expectations and needs of the client.

At the initial onset of the project, Legility trained five lawyers to cover the variety and uncertain volume of contracts per month.



After the project was up and running, we were able to downsize to three main resources for the remainder of the project.

After the start of the project, the client requested that we onboard two subject matter experts (SME).

- A Chinese language lawyer
- A SaaS lawyer

Legility's Project Manager tracked real time metrics throughout the project in order to monitor the budget as well as to provide reports and projections regarding substantive issues and progress. Real time visibility for our clients is a signature value add in all services we perform.

## Results

Efficiency gains were outstanding — reducing the average turnaround time from ~12 days when originally with the law firm to ~4 days with Legility.

Legility's model was also more cost efficient and allowed the cost per contract to be cut by half.

The client was able to retain the use of our critical language needs lawyer after the project was completed — supplementing their current legal team on an as needed basis.

## What Legility Outsourcing Can Do for You

- **Reduce Spending:** Shorten cycle time and reduce lawyer rates to drive down total cost.
- **Quicker to Revenue:** Pre-defined workflows and playbooks streamline the process, empowering you to execute the agreements at the right time for your business.
- **Visibility Through Dashboards:** View the status of all activities at any time with real-time dashboards that track all relevant data points.
- **Consistency of Work Product:** Ensure that all contracts are within your business guidelines, thanks to predefined deal criteria and escalation built into your workflow.
- **Best Use of Resources:** Allow both in-house and outside counsel to address more strategic, higher-value topics by reducing the number of contracts they work on.
- **Reduce Institutional Risk:** Eliminate corporate risks by adhering to defined standards and building in redundancies to prevent single points of failure.



Let's change the business of legal together.

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