

Exari Helps Global Law Firm Strengthen Client Relationships and Reduce Costs

Introduction:

This full-service commercial law firm had over 1,500 attorneys in offices worldwide, so they needed to provide a better way for them to share knowledge. They also needed to create consistent and compliant contracts while organizing the firm's documentation and contract portfolio centrally for easy access. By using Exari for contract drafting, the firm achieved faster turnaround times, improved business focus and produced consistent, error-free documents, which helped strengthen client relationships.

Pain Points:

The law firm suffered from slow and costly contract creation, which resulted in poor client satisfaction and weak client retention. They needed a way to improve internal efficiency by producing compliant contracts while reducing costs and turnaround. Since they were spread out globally, lawyers and business leaders struggled with collaboration and knowledge-sharing initiatives as they were forced to "reinvent the wheel" time and time again.

The Exari Solution:

Exari DocGen™ answered this challenge by empowering the law firm to create consistent, compliant contracts in a fraction of the time by automating the assembly of legally pre-approved, tailored agreements through templates. Junior staff issued instructions directly into the template, saving the cost of using more senior associates or having to outsource drafting. Riskier contract terms are automatically escalated to supervisors for rapid review and internal approval, while contract versions are distributed to senior staff and counterparties for review and signature. End users have complete visibility into the document and can make changes to the automated agreement templates without having to go through the IT Department.

The Exari-based contract automation solution also helped the firm to win an enterprise-wide outside counsel consolidation engagement. The new client appreciated the opportunity to complete thousands of sales contracts via end user self-service. Designed specifically for large law firms, Exari DocGen provided the best solution for this firm as both an intelligent forms system and a platform for online delivery of self-service documents directly to clients. It also provides the tools to create smart templates, clause libraries and packages of documents so that legal work can be shared and re-used. Improved productivity allowed for fixed fee services with better margins, which resulted in improved profitability.

ABOUT EXARI

Exari is the market-leading Enterprise Contract Management platform for delivering 100% Contract Certainty™. Hundreds of thousands of users across 80 countries use Exari for contract creation, negotiation, contract analytics as well as for strategic sourcing. Five of the top fifteen global banks, four of the world's top insurance brokers, and numerous market-leading energy companies use Exari.

Exari is headquartered in Boston, Massachusetts with offices in Oslo and Bergen, Norway; London, UK; Munich, Germany; and Melbourne, Australia. Learn more at www.Exari.com.

