

Syngenta Improves Global Compliance with Exari Contracts™

Introduction

Syngenta is a leading agribusiness known for helping improve global food security, aiding farmers to cultivate healthier crops and make better use of available resources. Through world class science and innovative crop solutions, their 28,000 people in over 90 countries are working to transform how crops are grown. Recently Syngenta has been acquired by ChemChina, one of the world's largest chemical groups.

In 2014, Syngenta kicked off the fLEx (Functional Legal Excellence) program to identify what solutions would allow them to transform their legal and tax reporting process. After the first two phases of fLEx, the final phase was to help them reduce cost and increase efficiency in the contracting processes. Syngenta sought to find an enterprise contract management platform that could resolve its challenges with metrics that could be tracked, to ensure objectives were met.

The Challenge

The main concern for any agricultural company is to adhere to health and safety regulations in a compliant and controlled way. Due to Syngenta's global reach, there were a wide range of jurisdictions, which resulted in individual approaches with each country and language. Each team had their own way of writing contracts with different exposures. Their Non-Disclosure Agreements and Licensing Agreements that were created in the EU had different clauses than the agreements created in the US. This made contracts arduous to audit and track.

Within the legal department, lawyers were finding themselves spending time on administrative and low risk tasks, rather than focusing on more high-value tasks. The technologies that Syngenta were utilizing did not guarantee contract certainty. Without a sufficient capability that would provide a controlled contract creation and review system, the legal team was susceptible to error and risk, without applying burdensome time for reviews and cross-checks.

The Solution

Syngenta realized they needed a whole new consolidated approach for standardizing and processing their contracts. They began scoping out potential contract management systems that could integrate with current systems and accommodate global contract language.

Achieving their objectives to standardize contracts would enable lawyers to focus on high value work, simplify contract approval guidance, and improve processes for filing assistance. Due to the wide range of challenges, Syngenta chose Exari's contract management platform in 2016 to improve the drafting control, storage and better manage obligations of their contracts.



“When evaluating a contract management platform our main goal was to increase efficiency and reduce risk in managing our contracts,” said Timon Sartorius of Syngenta. “Exari’s enterprise solution, the document generation solution and the Universal Contract Model, was a very good fit for us. We are now able to seamlessly capture and structure all contract data we can access instantly, allowing us to streamline contract drafting and improve compliance globally.”

—Timon Sartorius
Head Legal Operations, Syngenta

Results

Syngenta was able to revitalize their entire process with Exari’s contract management platform. The team generated a set of clause libraries and templates to include in their workflow, for faster and compliant contract creation. Lawyers are given full visibility into their contracts, enabling them to extract information, compare the relationships between them, and review obligations that sit within contracts.

After initial success with implementing Exari in Europe and North America, Syngenta soon expanded their usage to the other regions. Since then, more agreements have come on board to help them further standardize their contracting processes globally.

RESULTS

- Standardized and improved contract experience
- Standardized contract generation
- Created a clause library
- Shifted low risk work away from lawyers
- Simplified contract approval governance
- Improved processes for contract filing
- Centralized repository
- Reduced cost
- Increased efficiency

ABOUT EXARI

Exari delivers the most complete Enterprise Contract Lifecycle Management platform, used every day by market-leading companies to understand all aspects of their contract ecosystem worldwide. With Exari, customers can reduce contract risk and improve operating efficiency with 100% Contract Certainty™.

