

## **Henchman welcomes Deloitte as customer, awarded Legal AI Supplier of the Year by British Legal Tech Forum**

*Both announcements are additional ripples in the continued wave of momentum the company has generated these past months, from achieving 1300% growth to partnering with Morae Global Corporation.*

**Ghent (BE)** – November 29, 2023 – Henchman, the fastest contract drafting & negotiation experience ever made, [welcomed Deloitte as one of its clients](#), enhancing Deloitte’s legal services capabilities through Henchman’s artificial intelligence (AI)-powered contract drafting and negotiation software. Henchman adds an intelligent layer on top of Deloitte’s existing contract database, making it ideal for their legal professionals to tap into the team’s collective expertise.

Furthermore, the company last week won the Legal AI Supplier of the Year Award at the 2023 [NetLaw Media Annual British Legal Technology Awards](#), on a night that celebrated 12 winners in total.

Both the award as well as Deloitte’s seal of approval are a testament to Henchman’s mission of delivering the most user-friendly contract drafting experience with the quickest time to value for legal professionals – both for small and large legal organizations across the globe.

Anaïs De Boule, Legal Director at Deloitte, expressed her enthusiasm for the addition to their legal tech stack, stating, "In today's fast-paced business environment, delivering timely and precise legal services is crucial. We believe that Henchman's solution will significantly enhance our ability to assist clients in navigating complex legal challenges efficiently and securely. This implementation underscores our commitment to providing clients with the best-in-class services. Furthermore, attracting and retaining top talent is paramount in our industry. Henchman's innovative approach not only elevates our service delivery but also serves as a differentiator in our ability to attract and retain the brightest legal minds, ensuring a dynamic and forward-thinking team dedicated to our clients' success."

### **Record growth and international momentum**

Even with one more month to go, 2023 was a strong year of customer, employee and geographical growth for the company. As part of that growth, Henchman achieved significant milestones, such as:

- With a global outlook, Henchman has successfully onboarded over 100 clients in more than 35 countries across 5 continents, adding several major organizations to its roster, including Deloitte, Freeths, Cuatrecasas, and Cirio.
- Doubled the team to support its growing client base, ensuring swift adoption for any team, in any region.
- Expanded its growing ecosystem with a strategic partnership with Morae Global Corporation (“Morae”), the global leader in digital and business solutions for a constantly changing legal industry, and Law Insider, a leading subscription-based contract database.

- Launched Henchman AI as well as contract reviewing and negotiation capabilities – both complementing the core product offering in an effort to unlock any legal team’s collective knowledge.
- Rolled out its multi-LLM approach, making Henchman a unique player in the contract drafting space that is capable of operating fully independently of large AI corporations.
- Was awarded the Legal AI Supplier of the Year award by British Legal Technology Forum, and the International High Potential Award by Flanders Investment and Trade earlier this year – recognizing the company's market leadership and outstanding contributions to the legal tech sector on a global scale, highlighting Henchman as a key player in driving innovation and growth.
- Achieved 1300% growth this last year and a half, a testament to its capability of unlocking legal excellence for its customers that ultimately deepens client relationships by providing legal professionals with unparalleled consistency, quality, and efficiency in contract drafting and negotiations. Additional insights into contract and market data allow for more tailored client advisory.

Henchman's co-founder, Gilles Mattelin, said "This year’s achievements reflect the hard work, dedication, and innovation of our entire team, which we are incredibly grateful for. Further, we are excited to welcome Deloitte, a globally recognized leader in professional services, to our fast growing customer base that already expands across five continents. Our mission at Henchman has always been to deliver the most user-friendly contract drafting experience with the quickest time to value for legal professionals – both for small and large legal organizations across the globe. Earning Deloitte’s seal of approval and seeing the accolades from British Legal Tech Forum and Flanders Investment and Trade are significant steps towards achieving that goal."

As Henchman continues to push the boundaries of what is possible in the contract drafting and negotiation space, the company remains steadfast in its commitment to unlock any legal team’s collective knowledge base, creating a sharing mindset enabled by technology, and fostering deepened expertise. When combined, all these benefits allow for more proactive, value-added services that amaze clients looking for guidance and consultation.

### **About Henchman**

Henchman is the fastest contract drafting experience ever made. Using state-of-the-art technology, Henchman intelligently gives instant access to legal teams' previously written clauses and definitions to help modern-day organizations scale their legal excellence.

Henchman experienced 1300% growth this past year and a half, and has hundreds of customers across 5 continents. Among its customer base are established firms and organizations such as ABB, CMS, Rajah & Tann, Arntzen de Besche, Grant Thornton, and more. Founded by Gilles Mattelin (former Founder Intuo, acquired by Unit4 in 2019, Co-Founder Tout Bien Pils), Jorn Vanysacker (former CMO Intuo, former co-founder Rendeevoo) and Wouter Van Respaille (former PWC), Henchman employs a team of experienced SaaS professionals dedicated to bringing its clients a great customer experience. The company is venture-backed by Adjacent, Acton Capital, and Conviction VC.

Visit [henchman.io](https://henchman.io) for more information.