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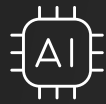
Stop Reading Contracts. Start Using AI.

The Future of Contracting Is Here, and It
Means No More Manual Contract Review.



Introduction

Put down your contracts. AI has changed the game.



Tedious, manual, error-prone contract review is now a thing of the past. With AI, you can instantly and accurately uncover key insights from your contracts, identify compliance risks, and renegotiate unfavorable terms, all without the need for manual review.

Contracting teams have manually extracted terms and data from contracts for too long. Think back to 2020, when the pandemic hit, and legal teams scrambled to find force majeure clauses buried deep in their contracts. Without quick access to those clauses, assessing legal risks became a nightmare.

Today, AI empowers contracting professionals to become better business partners for their organizations.

They confidently share insights like:

“

I've pinpointed contracts with compliance gaps that could result in hefty fines if regulatory standards aren't met.”

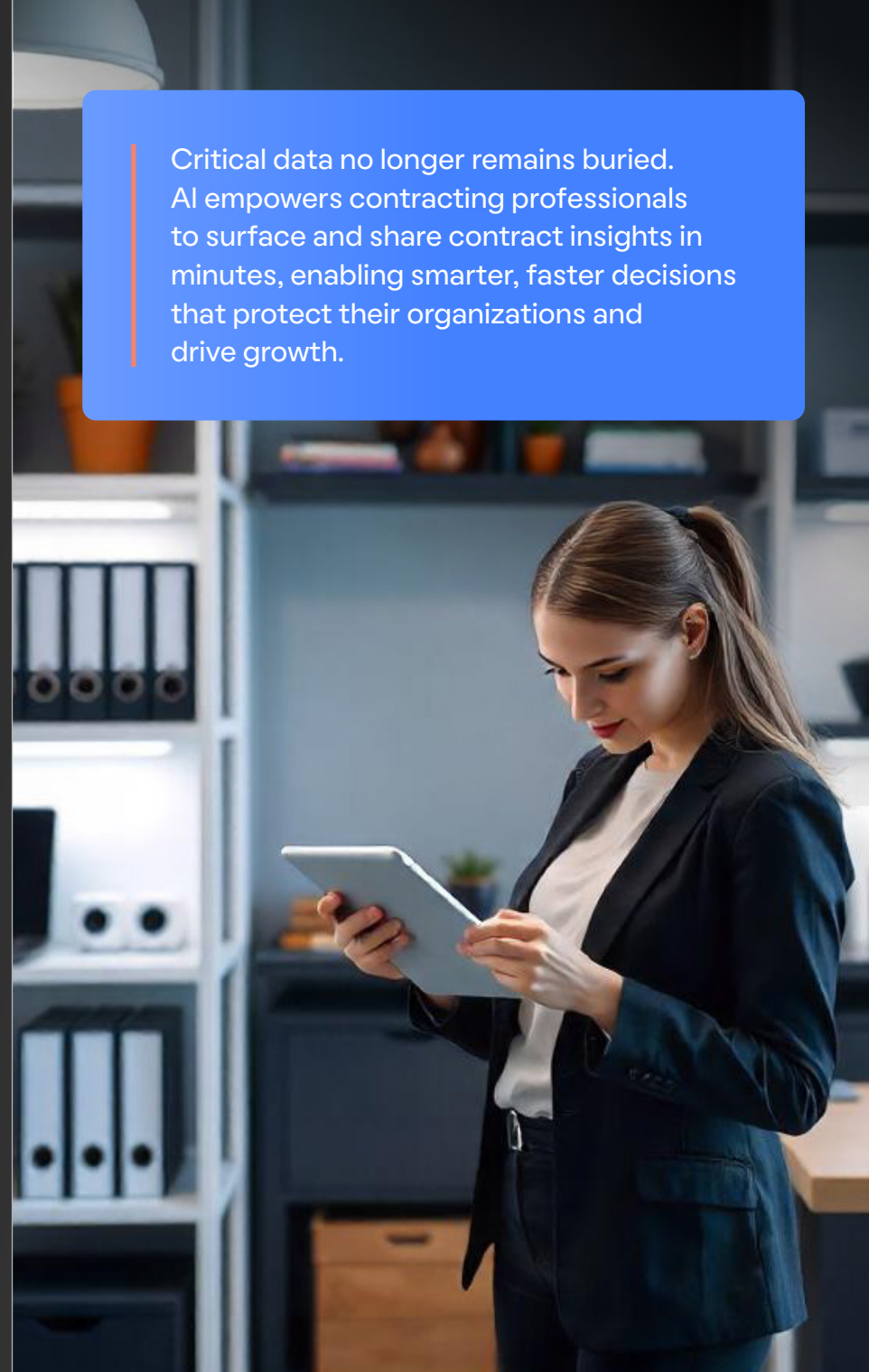
OR

“

I've uncovered procurement contracts with unfavorable renewal terms that could lock us into higher costs for years.”

All without spending what feels like years manually reading through contracts.

Critical data no longer remains buried. AI empowers contracting professionals to surface and share contract insights in minutes, enabling smarter, faster decisions that protect their organizations and drive growth.



Part One

Why Manual Contract Review Just Doesn't Work Anymore



Contracts are more complex than ever, often spanning dozens or even hundreds of pages, and filled with vital data points such as compliance clauses, performance obligations, and renewal terms, all needing constant monitoring. When reviewing contracts manually, the margin for error becomes massive.

When you rely on manual review, you must comb through every clause, one contract at a time, to find the information you need. This process becomes slow and exhausting. No matter how sharp your team is, it's impossible to catch everything. As your organization grows, this approach becomes unsustainable.



Consider compliance. Regulations constantly change, and every contract that touches those regulations needs monitoring. But how can a human—no matter how diligent—stay on top of thousands of compliance terms across an entire contract portfolio without missing something?



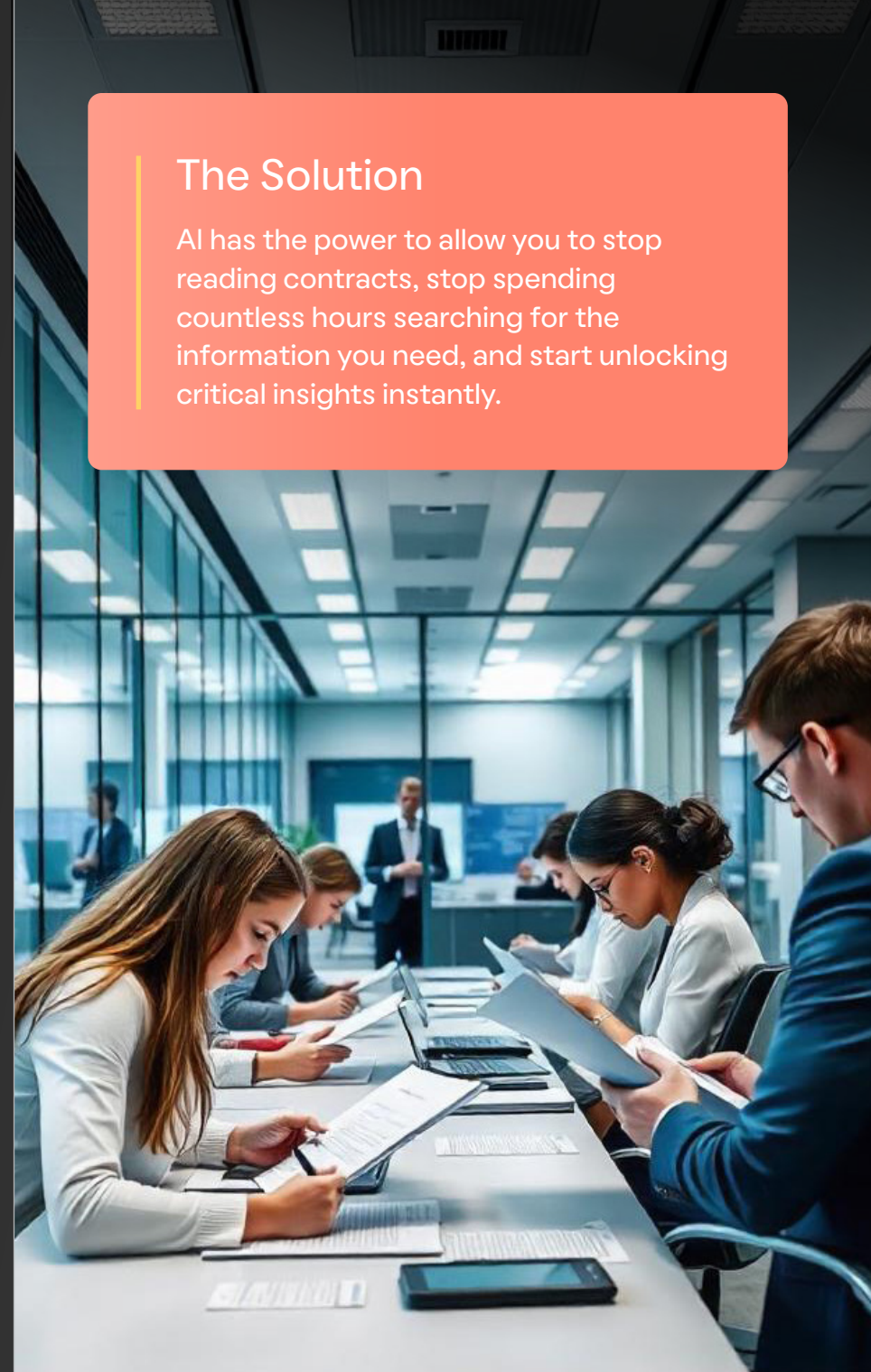
Or take an M&A deal, where every contract must be reviewed for key clauses like change of control or assignability. Even an army of lawyers spending weeks poring over contracts might miss a clause, potentially leading to major financial exposure or slowing down the entire deal.



And don't forget procurement. Auto-renewal clauses often hide deep within contracts, and if those deadlines slip by unnoticed, your organization could get stuck with unfavorable terms for years. Manual review leaves too much room for costly mistakes.

The Solution

AI has the power to allow you to stop reading contracts, stop spending countless hours searching for the information you need, and start unlocking critical insights instantly.



Part Two

The Future is AI



Welcome to the future of contracts. AI-powered platforms extract any data point needed from contracts. This data enhances **contract quality and proactively delivers insights to shape your organization's trajectory**. Information that was once buried is now at your fingertips.

In this new era, contracting teams easily access the intelligence they need to make informed decisions and drive better outcomes. Let's explore some practical examples of how AI is elevating contract management.



Stop Wasting Money on Auto-Renewals

Missing auto-renewal deadlines can lock your organization into outdated, costly agreements. AI ensures you're always aware of upcoming auto-renewals, giving your team the time to act and renegotiate.

AI quickly finds:

- **Auto-Renewal Clauses:** Prevents unwanted renewals from locking in unnecessary spending.
- **Volume Discounts or Rebates:** Ensures you're leveraging cost-saving opportunities.
- **Termination for Convenience:** Alerts your team to potential risks of early termination.

What this looks like: Your procurement team is managing hundreds of vendor contracts. Thanks to AI, they're alerted to upcoming auto-renewals. By renegotiating or canceling contracts before renewal, your organization could save hundreds of thousands of dollars annually. AI ensures you're always ahead of critical deadlines, preventing unnecessary costs.

Uncover Hidden Revenue Opportunities

Contracts often contain overlooked clauses that allow for pricing adjustments or performance incentives tied to delivery—opportunities that can significantly increase revenue if properly enforced. AI helps you identify these hidden clauses, ensuring no revenue opportunity is missed.

AI quickly finds:

- **Price Escalation Clauses:** Adjust pricing annually based on agreed conditions like inflation.
- **Performance Incentives:** Include bonuses or penalties based on delivery or service levels.
- **Renewal Pricing Adjustments:** Ensure that contract renewals reflect updated market pricing.

What this looks like: Your legal team uses AI to uncover price escalation clauses across client contracts that haven't been enforced. By adjusting the pricing as agreed, your organization could generate millions in additional revenue—revenue that would have otherwise been missed. AI surfaces these opportunities, ensuring you capitalize on every chance to improve profitability.

Stay Compliant with Every Regulation

Ensuring compliance across all your contracts, especially in the face of complex and ever-changing regulations, is no small feat. AI helps you monitor contracts for compliance-related clauses and keeps you up to date with evolving legal standards.

AI quickly finds:

- **Price Escalation Clauses:** Adjust pricing annually based on agreed conditions like inflation.
- **Performance Incentives:** Include bonuses or penalties based on delivery or service levels.
- **Renewal Pricing Adjustments:** Ensure that contract renewals reflect updated market pricing.

What this looks like: Your company operates in Europe and needs to ensure GDPR compliance across all vendor agreements. AI identifies 50 contracts missing data privacy clauses, allowing your legal team to address the issue before fines arise. This proactive compliance approach saves your organization time and reduces the risk of costly regulatory violations.

Protect Your Organization by Identifying Risk

Contracts carry risks that, if left unnoticed, can expose your organization to financial and legal liabilities. AI automatically identifies and tracks risk-related clauses, ensuring your team stays on top of critical obligations.

AI quickly finds:

- **Auto-Renewal Clauses:** Prevents unwanted renewals from locking in unnecessary spending.
- **Volume Discounts or Rebates:** Ensures you're leveraging cost-saving opportunities.
- **Termination for Convenience:** Alerts your team to potential risks of early termination.

What this looks like: Your company is preparing for a merger and needs to assess change-of-control clauses across thousands of contracts. AI instantly surfaces these clauses, giving your legal team a clear picture of potential risks. With this information, you can mitigate risks before the deal is finalized, preventing future disputes and financial exposure.

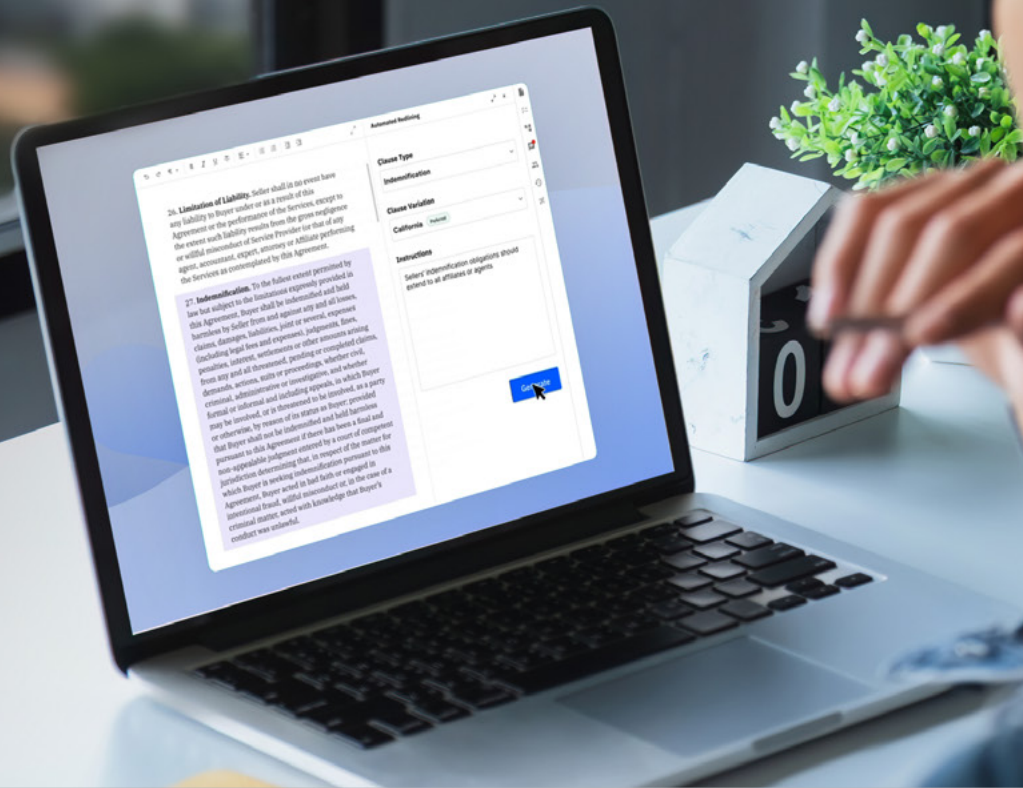


Part Three



How to Find a Contract Intelligence Platform with AI Powerful Enough to Do All This—and More

Now that you've seen how AI can transform contracting, it's time to find the contract intelligence platform that can do it all. Because they aren't all built the same!



AI-Native—Built for Flexibility and Growth

Choose an AI-native contract intelligence platform, meaning its AI is built into the platform's foundation from the start. This architecture enables greater flexibility, faster adaptation, and smarter automation, giving you the tools to handle today's challenges and grow with your business.

Why this matters: An AI-native platform is designed to evolve with your business. It adapts to your changing needs, offering more precise insights and flexible workflows that improve over time. As your contracting demands grow, an AI-native platform ensures that you stay efficient and scalable without needing to overhaul your system.

Powerful AI—Trained on Thousands of Contracts

You want a contract intelligence platform that has been trained on a vast number of contracts. The more contracts the AI has processed, the more accurate and efficient it becomes over time. Look for a solution that can identify patterns, handle diverse agreements, and improve as it processes more data.

Why this matters: Powerful AI is more than just fast—it's brilliant. It can find hidden risks, pinpoint revenue opportunities, and continuously improve its accuracy, driving value over the long term.



No-Code AI Customization—Power Without the Complexity

You want all the power of AI without the technical complexity. That's why a no-code AI solution is essential. Look for a contract intelligence platform that lets your team customize AI models and workflows through a user-friendly interface without needing specialized technical expertise.

Why this matters: With no-code customization, your legal and procurement teams can quickly adjust AI models to suit new priorities without waiting on IT or external consultants. This ensures your AI adapts to your business needs in real time.



Customizability—Tailored to Your Business Needs

Your business has specific goals and priorities, whether it's compliance, risk management, or maximizing revenue. Look for an AI-powered contract intelligence platform that allows for complete customization, enabling you to track the clauses and data points that matter most to your organization.

Why this matters: Customizable AI can be fine-tuned to prioritize your organization's key concerns, ensuring you're always acting on the most relevant insights without being overwhelmed by irrelevant data.



Seamless AI Integrations—Working with Your Existing Systems

Your contract intelligence platform should seamlessly integrate with your organization's systems, such as CRM or ERP platforms like Salesforce or Coupa. AI-powered integrations ensure contract data flows smoothly between departments, providing teams with instant access to insights.

Why this matters: A well-integrated platform makes contract data available where it's needed most, whether that's in sales, procurement, or finance. This helps your teams collaborate better and make informed decisions faster.



See Results Fast—Request a Proof of Concept (POC)

Not all AI platforms are the same. To ensure you're choosing the right solution, ask for a Proof of Concept (POC) to see how quickly the platform can deliver value. A good POC demonstrates immediate results without long-term commitment, giving you a chance to test the platform with your own contracts and workflows.

Why this matters: A POC lets you experience firsthand how the platform extracts critical insights, such as auto-renewal clauses, pricing adjustments, or compliance gaps, all in a short timeframe. It also helps you evaluate how well the platform integrates into your existing systems, ensuring minimal disruption while unlocking new potential for your contract processes.

Conclusion

The Future of Contracting Is Here and It's Driven by AI

The future of contracting isn't just about efficiency anymore. While speeding up processes and getting contracts signed faster will always matter, the future is about using intelligence to make contracts work harder for your organization.

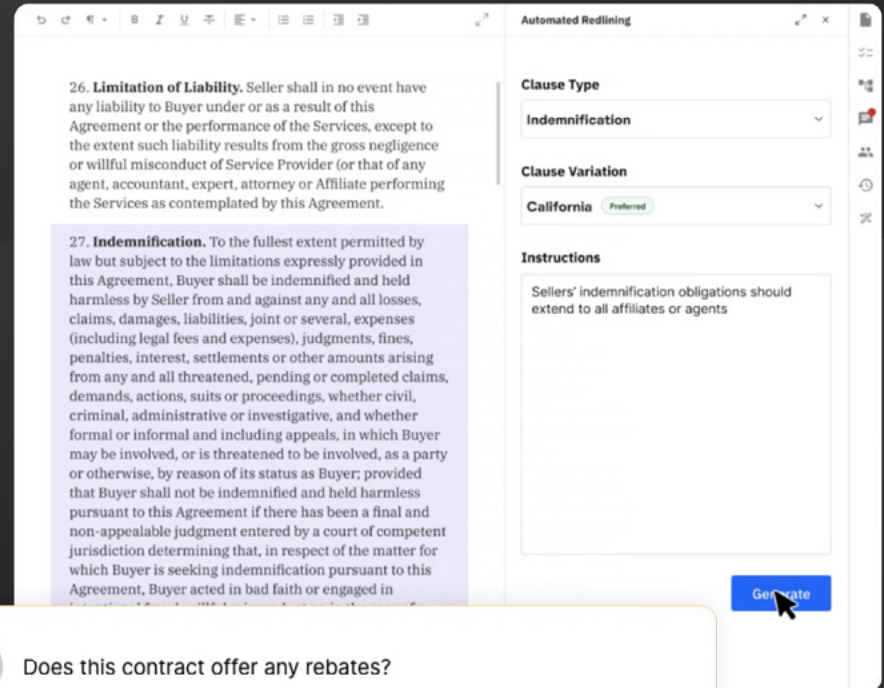
AI empowers you to turn contracts from static documents into dynamic assets that drive revenue, reduce risk, and ensure compliance.

Now is the time for contracting professionals to lead the charge and explore what AI-powered contract intelligence can do. Your moment has arrived. Unlock new possibilities and shape your organization's future by learning more about AI-powered contracting intelligence.



Evisort is the leading solution for AI-powered CLM technology. Learn more at evisort.com

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Does this contract offer any rebates?



Yes, according to the document, a "Volume Rebate" will be provided in December of each calendar year during the term of the agreement based on the net value of invoiced services purchases.

Based on: 1