

NetApp 2021 Value Champion

QuisLex was selected as the 2021 ACC Value Champion together with its client NetApp and two additional NetApp partners, Keesal Propulsion Labs and LexCheck.

This collaboration tackled the problem of sponsorship agreements and reduced contract approval time by 80%. The previous approach to handling sponsorship agreements was highly inefficient. NetApp Legal Operations envisioned a new contract solution that uses artificial intelligence (AI) to put all necessary information at the VP's fingertips: an overall risk rating, a risk report including mitigation measures, and a list of prior approvals and comments from legal and other stakeholders.

Identifying a disproportionate amount of time needed for contract approval, NetApp brought trusted providers and technologies together to assess root causes for delays and then create and implement an integrated solution. NetApp and QuisLex adapted the department's existing contracts playbook to train LexCheck's AI to analyze standard positions and acceptable alternatives. This analysis generates a risk report for each contract with recommended mitigation measures, and this information is provided to all business stakeholders simultaneously in an easy-to-read package.

VMware 2021 Value Champion

VMware needed to scale how it operates to keep up with its rapidly growing company. To focus its legal team on high-value strategic work, it was crucial that VMware understood the complexity, strategic importance, and skill level for over 100 transactional work types.

Working together, QuisLex and VMware created in-depth workstream analyses of these work types to assess where a workstream should reside to increase value and results. Using

these analyses, VMware implemented changes such as creating a global, internal, transactional team, developing self-service portals targeting high-volume work streams, and identifying workstreams that could be handled more efficiently by being outsourced to QuisLex.

These changes resulted in quantifiable increases in efficiency. For example, self-service portals have reduced VMware's legal department input on some workstreams to as low as 9%.

Deutsche Bank 2019 Value Champion

By standardizing processes across matters, creating customizable templates, leveraging advances in AI, and deploying sophisticated sampling strategies, QuisLex reduced the Bank's eDiscovery costs by almost 50%, resulting in savings of millions of dollars. Deutsche Bank's prior eDiscovery model, directed by outside counsel and conducted ad hoc on individual matters, rather than focusing on organization-wide results, proved unsustainable at scale.

The Bank partnered on the project with QuisLex, with whom the bank had been working since 2008. After extensive data analysis and mapping, the team revised and standardized

DB's eDiscovery approach to include the following elements: (i) standard protocols addressing such substantive issues as privilege and data privacy; (ii) procedural enhancements such as security and defensible sampling; (iii) continuous real-time monitoring of more than 100 data points to assess compliance and identifying areas for improvement; and (iv) defensible statistical sampling across all stages of review, including iterative second-level review by outside counsel, creating a feedback loop that drives consistent substantive positions within and across matters. Data analytics and technology expertise provided by QuisLex played a key role.

