



We support global clients, across 16 time zones and various jurisdictions, from industries such as Technology, Pharma, Retail, Finance, Insurance and Banking. QuisLex provides expertise and scalability as an extension of the client's legal team.

Our automated approach minimizes the burden on the internal legal team who continue to be involved in the process of resolving escalations and outliers. We work with our clients to identify tasks that QuisLex can assume in their contracting lifecycle, including:

1. Triage contract requests based on criticality, risk profile, complexity and deviation from standard terms.
2. Assign contracts to the right resource, whether in-house or external.
3. Generate agreements from templates.
4. Negotiate with third parties based on playbooks and guidance.
5. Upload, extract, code, and maintain contract data in a repository for searching and reporting.
6. Complete approval processes.
7. Complete signature processes (e-signature or the old-fashioned way).
8. Help desk to resolve questions about the contracting process or system.

QuisLex Fun Fact: *Providing open-ended transactional support to a Fortune 20 Client in North America, EMEA and APAC, QuisLex provided extensive contract abstraction assistance, including uploading contracts onto internal platforms and supported a company-wide initiative to collect key master service agreements, capture legal obligations and terms as metadata to populate a SharePoint site.*

Reporting

We track and report on a variety of metrics, covering process elements (status, cycle times, and volumes) and substantive elements (provisions being negotiated and types of agreements), identifying trends, and driving continuous improvement initiatives. QuisLex will track the frequency with which clauses are subjected to revision, how often third-party templates are used, and time spent negotiating discrete substantive issues.

This data-driven analysis, proven to be among the services our client's value most, is used to identify trends and patterns that suggest possible areas for improvements.

QuisLex identifies:

- Process improvements to increase efficiency.
- Non-standard terms to expedite review by in-house counsel.
- Common deviations from baseline standards and suggest modifications to reduce negotiation cycle times.
- Bottlenecks and other cycle time issues for resolution.
- Additional KPI-driven process analysis to improve operational performance.

QuisLex Fun Fact: *We created contract summaries for 20,000+ agreements, including the analysis of deviations and other non-standard language, for 88+ terms in 200 different types of agreements.*

Technology Selection and Implementation

As the "International Association for Contract and Commercial Management (IACCM) Outstanding Service Provider", we work with our clients to develop and update their playbooks to support efficient contracting, including migrations, intake forms, process flows and diagrams, contract templates, clause libraries, and negotiation playbooks.



Contract Management Support

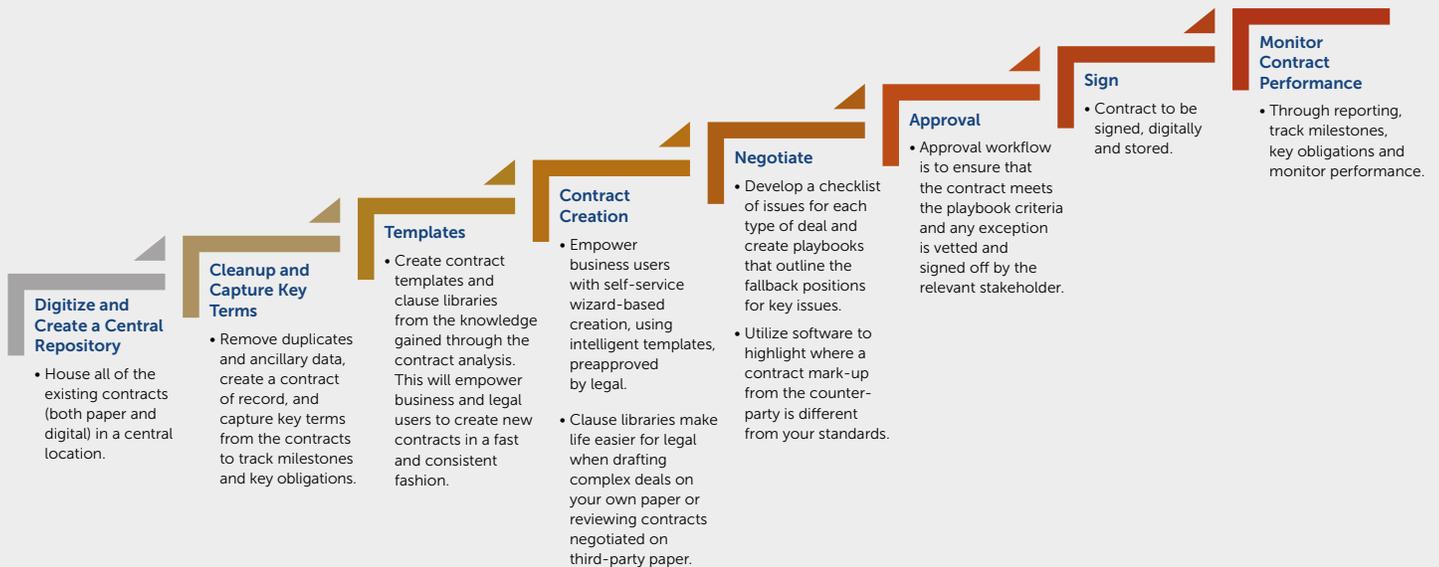
Being technology agnostic, we consult with our clients to select, implement and optimize the best technology available. Through our in-house Legal Technology Group, we have utilized platforms such as LegalSifter, eBrevia, Apttus, LexCheck, Seal, Kira, Salesforce as well as other leading contract management technologies.

QuisLex Fun Fact: *Working as an extension of the Legal and Operations team for a leading cloud services provider, we provide end to end contract management support for NDAs and licensing agreements. Our team provides drafting and negotiation assistance; routing for signatures; upload and capture of various critical contract terms for tracking and reporting purposes; maintains templates and playbooks; assists with integration efforts for M&A; and supports contract audit and compliance efforts.*

Since we regularly incorporate these technologies into our client workflows, we maintain expertise in their uses through:

- Close working relationships with the platform providers;
- Building and refining content to enable the technology;
- “Owning” time consuming pieces that require deep legal and business knowledge;
- Collaborating with the platform provider and our client to bridge any expectation realities, establishing achievable goals and maintaining project schedules; and
- User acceptance testing, including proof of concepts, creating test scripts and issue tracking.

The graphic below illustrates the various types of process improvements we have made for our clients at each stage of the contract lifecycle.



QuisLex is proud to be nationally certified as a Minority Business Enterprise (MBE)

www.quislex.com