LEGACY CONTRACTS

brightleaf®

When you install a new Contract Lifecycle Management System, from what point in time do you start entering contracts?

Most think from today because legacy contracts are too difficult. But that can expose you to risk and lost opportunity. Every contract is important, especially if it contains opportunity or risk. Older contracts have the same essential attributes as new ones and can be leveraged in the same way. And the economics are about the same for data extraction, so it is worthwhile to include them. Most legacy contracts have maturity. In capturing them, the risks and opportunities that have been avoided (or not) to date could be fixed and even renegotiated if appropriate.

Challenges Of Legacy Contracts

Outdated terms

Accessibility

Ambiguity

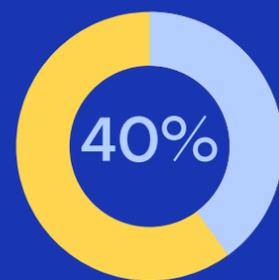Interpretation

Inconsistency

Lack of modern standards

Enable Critical Decisions Through Enriched Insights

You know, a lot of people say, they don't care about the old contracts. They just take the CLM system, probably spending a hundred of thousands of dollars, even millions of dollars. And just use it from the day forward probably because they are scared of finding documents, challenges around identifying what to extract, doing the actual extraction, and ingesting all that data into the CLM system.

When you're installing a CLM system, it's like buying a house, you buy a completely unfurnished house, no appliances, no badges, no bedsheets, nothing, no towels. What are you going to do with the house? So if you put all your legacy contract data in there i.e. the documents, and the extracted data points, you've got a fully furnished, ready-to-move-in house, which people will use.

Research by KPMG has revealed that poor contract governance practices can result in losses of up to 40% of a contract's value

40%

https://biglanguage.com/blog/5-reasons-why-contract-management-is-critical-to-your-business/

Brightleaf can help

Brightleaf provides a technology-powered service to extract information using our own proprietary semantic intelligence/natural language processing technology, our own team of lawyers to check the output, and our own Six-Sigma process to deliver end-to-end, highly accurate, extracted data.

Contact us