

**A package of proven solutions for delivering comprehensive and cost-effective commercial contract lifecycle and risk management services to corporate legal departments across a full range of industries.**

Commercial contracts are the currency through which businesses deal with one another. For most businesses, the volume of these contracts continues to grow, and, even though many are routine, they often represent important commercial opportunities and pose significant legal risks. Today's legal departments are challenged to capture those opportunities and manage those risks with ever-increasing efficiency. Our **SmartCounsel Solutions** can help in-house counsel meet this challenge.

**SmartCounsel** is a package of highly leveraged and highly automated commercial contracting support services and technologies designed to assist you in reviewing, processing and managing high volumes of commercial contracts, and in improving (and streamlining) your contract lifecycle process.

We serve our **SmartCounsel** clients with teams led by highly experienced lawyers deeply versed in commercial contracting and contract lifecycle management. The teams include well-qualified lawyers (including associates, senior lawyers and staff and project lawyers with significant law firm and/or in-house experience) specifically trained to provide commercial contracting support precisely tailored to your needs. We leverage this staffing model with innovative technologies, including artificial intelligence products and services designed to deliver significant efficiencies.



**Examples of high-volume contracts that would fit within the **SmartCounsel** service model include:**

- Ordinary-course procurement and supply agreements
- Master services agreements and related SOWs
- Technology license agreements
- SaaS agreements
- Sales contracts
- Real estate leases
- Nondisclosure agreements; and
- Similar ordinary-course contracts and agreements.

More complex transactions and projects can benefit from **SmartCounsel** too, applying the service model to parts of a transaction where it can deliver the most value, such as conducting high-volume due diligence and construction of detailed schedules and side agreements.

**Our innovative mix of staffing and technology allows us to offer high-volume commercial contracting services at very attractive values, using a combination of blended hourly rates, fixed fees, fixed unit pricing and other flexible alternative fee arrangements.**

### SmartCounsel product and service offerings include:

- Legal services and support with respect to the drafting, review, mark-up, negotiation and execution of high-volume commercial contracts.
- Building contract templates and playbooks using **SmartCounsel** forms customized to your specific needs and preferences.
- Reviewing, analyzing, updating and refining existing client templates and playbooks incorporating leading practices and experience-informed negotiating positions.
- Reviewing and summarizing your existing universe (or applicable subset) of commercial contracts, whether in anticipation of a future strategic transaction or in connection with due diligence for an impending one.
- Designing and building contract lifecycle management systems based on your third-party platform and **SmartCounsel's** generic set-up, tailored and customized to your specific needs and preferences.
- Reviewing and summarizing existing commercial contracts in connection with the implementation of, and initially populating, the contract lifecycle management system, including coordination of client training.
- Periodic reviewing and updating of your templates, playbooks and contract lifecycle management system to incorporate current market terms and leading practices.



### The **SmartCounsel Solutions** model delivers significant client value including:

- Enhancing your ability to economically manage commercial contract risk and administration without having to increase legal department headcount.
- Cost savings and business benefits from streamlining your commercial contract lifecycle process.
- Access to the scale, resources and quality of an AmLaw 100 law firm with deep industry experience through a value-engineered delivery model.
- Freeing up in-house counsel time and resources to focus on more strategic pursuits and needs of the business enterprise.

### For more information on **SmartCounsel Solutions** and how we can help, contact:



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