



# A Game Changer for Corporate Transactions



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## There are key drivers when it comes to an accelerated pace of ‘digitisation’ in the work undertaken by corporate law teams.

This is driven by client demand for agility, speed and rigour and a need to increase lawyer capacity without the risk of burnout. There must also be no compromise on quality and an increase in efficiency – all key differentiators for corporate teams. Client expectations and competitive tensions remain high and the firms that take out the heavy lifting of manual drafting, gain immediate competitive advantage over competitors still relying on 100% manual drafting.

## But it's also all about the lawyers.

Intelligent drafting enables risk-mitigated delegation and remote supervision, whilst adding a powerful training tool to any law firm. It's also a key component when it comes to talent acquisition and retention, enabling time and skilled resource to focus on the lawyering and not the admin. An exceptional client and lawyer experience requires an innovative mindset, coupled with a focused plan to apply innovation to the area where it will have most impact. A 90% time saving on first draft and 100% time saving on ancillary documents will achieve this and more.

Clarilis talked with corporate partners and CIOs from Addleshaw Goddard, RPC, TLT and others, to share perspectives on the impact of intelligent drafting automation on both the client and lawyer experience.

“Tech enables us to **win better value work** from more strategic clients, because it **frees the corporate team up** from those parts of the transaction process that we consider to be inefficient.”

Andrew Webber | Corporate Law Partner | TLT



# A Game Changer for Corporate Transactions

Look to your peers in competitor firms. Which firms stand out as having the capability to steal market share from others, and which still slog their way through manual processes in the same way they did five years ago? Long gone are the days when lawyers had to resign themselves to working laboriously through first drafts, resolving square brackets, fixing grammar, bringing in riders (copy/paste, copy/paste), copying paragraphs from other deal docs, and changing the structure of the drafting in routine ways. How many hours would this have taken, back in the day? More importantly, who is still doing this? And why? Declaring that this is the way it's always been done is no longer an acceptable response.

“Nobody really wants to be that lawyer sitting there at **2am** looking for ‘Seller’ rather than ‘Sellers’ in the document.

**There is another way!”**

Karen Hendy | Head of Corporate | RPC



## It's not just about the tech, it's also about the people

As a progressive law firm, are your clients also looking to you to showcase best examples of tech they might wish to adopt for their in-house teams? It can be a strong relationship-builder as a trusted law firm to lead the market by example, working with an organisation like Clarilis to make it happen.

"It's about using technology to **take away the parts of the job** that we don't really want to do and doing them more efficiently. We don't want people sat there doing document population or standard document review into the late hours when actually **there's a better way** of doing it. It's about freeing people up to do different parts of the job that are more interesting and give them a **better experience for career development.**"

Andrew Webber | Corporate Law Partner | TLT



## Aggregated benefits that win deals

Consider Share Purchase Agreements (SPAs) and the number of permutations in the terms of the transaction. Who is the Seller? What type of legal entity are they? In what jurisdiction are they incorporated? What form will the consideration take? What adjustments will there be to the consideration post completion? The Clarilis platform gathers, stores and categorises key data about the transaction in a data model. This highly structured method provides a deeper level of automation than generic toolkits do and ensures that all documentation connected to a matter, from engagement to bible index, is drafted in a highly efficient way.

Corporate lawyers who choose Clarilis recognise the significant aggregated benefits that automating a suite of documents can bring – not only to the firm in terms of efficiencies and waste reduction, but also to their clients where agility and speed are instrumental in winning deals.

“Clarilis automation has had the most demonstrable benefits in terms of time and money saving. Working with their technology has **significantly reduced** the cost of first draft production. We’ve been very impressed with Clarilis, as their solution has enabled our people to **spend more time** on **higher value** generating work and has proven beneficial to both **clients and lawyers.**”

Chris Taylor | Corporate Law Partner | Addleshaw Godddard



Whatever your experience of technology in the legal world, love it or loathe it, it’s increasingly the way to do business and, for many, it’s just BAU. Is it, perhaps, more of an overall business agility and client experience issue than solely a departmental responsibility? Either way, imagine a world where you watch other firms rise to the top as their clients have a faster, more accurate and, simply, more beautifully crafted experience, even though you employ some of the best legal brains there are.

“**I’m surprised that our peers are not all at the stage we are at with Clarilis.** It’s not only differentiated us a business; it’s a huge selling point to be able to offer this sort of technology when attracting new talent to come and work for us.”

## Do more of what you do best

If your firm drafts every document manually and partner review time eats into the working day (and night), I suspect that work/life balance will not be the only worry top of mind. New talent will expect supervised delegation in a risk-mitigated way without margin for error so they can spend more time doing what they have trained to do. Talented new lawyers will look to those utilizing tech to achieve this and your retained lawyers will look to work for a firm where heavy admin is not part of the role remit.

We're not trying to **replace lawyers with tech**. What we're trying to do is enable our firm to **spend more time where we want to be** and where our clients want us to be, which is thinking about the really important issues and giving people the benefit of our experience and our commerciality. We use **tech to underpin** that."



Karen Hendy | Head of Corporate | RPC



## Clarilis' lawyers connect with your lawyers.

Clarilis wants to be the enabler, not the blocker – and we can see our tech already helping to transform the legal world. Consider the benefit of training so hard for a marathon that you can run faster than others and without risk of injury. It's a win-win situation.

Using a platform that automates an entire matter, rather than one document at a time, enables you to produce all the relevant documents from a single questionnaire, which in turn allows you to significantly increase productivity.

This is a key driver in why our clients choose Clarilis. That, and a fixed cost that includes not only scoping and implementation of the automation, but also continued support for the life of the contract – a managed service from a team of Clarilis PSLs, each with 15-plus years' experience.

“Working with Clarilis ensures you talk to people who **speak the language of tech** but also the language of law and so know the **context** in which we're operating. This is invaluable.”

Karen Hendy | Head of Corporate | RPC



This knowledge is put to good use to understand your challenges and develop a solution with peer-to-peer discussion.

## Do not automate for the sake of it.

Clarilis work with legal firms and in-house counsel who look to adopt technology where it will deliver the most benefit, when it comes to complex matters. This requires recognising what will benefit from automation and what won't. It is a good place to start.

“Clarilis is directly relevant to our **complex, high value work**. The work done with our banking team, for example, with the LMA documentation has been transformational. **It's like magic**. Some form of **alchemy**, where you hit a button and in moments see the end result of work that, in the past, would have taken weeks to produce.”

Alastair Lomax | TLT

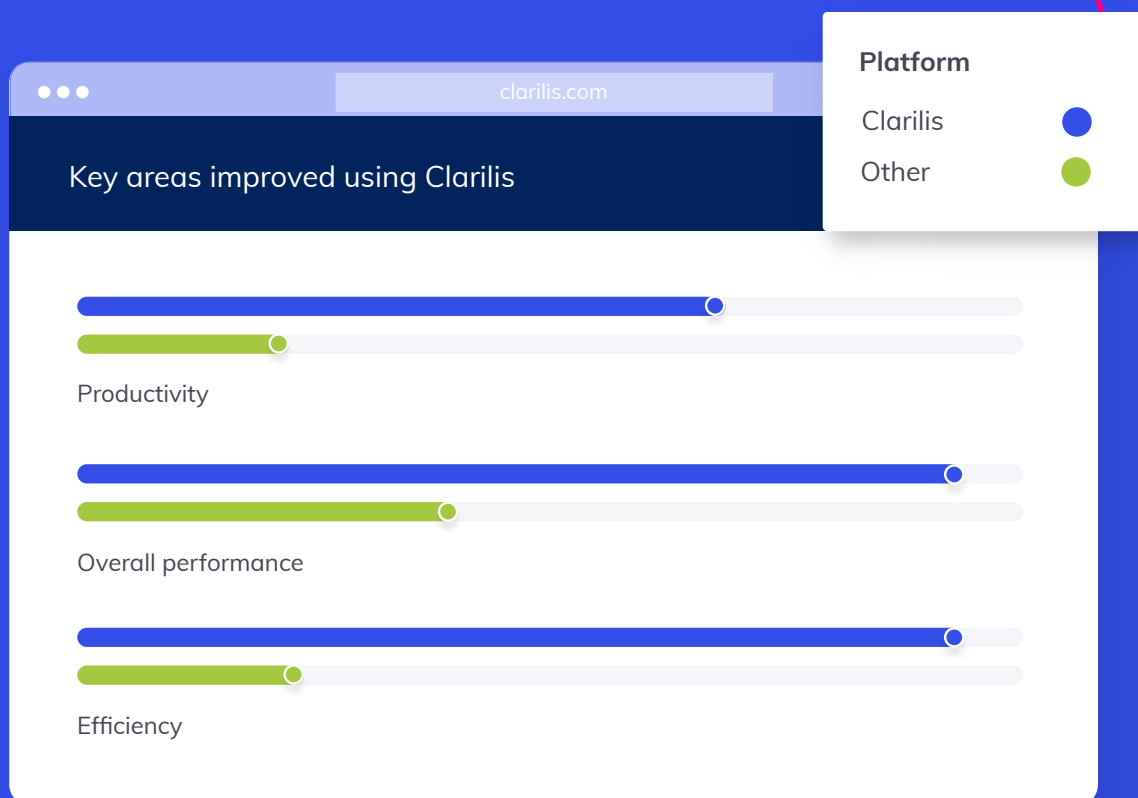




“We want **more of our complex document** suites on the Clarilis platform to share the benefits of the **time and cost savings across** the wider firm in more aspects of our business. We worked with the Clarilis team of professional support lawyers and our own lawyers to make change happen. This has proved a **business game changer** for our SPA suite and private equity documents in particular.”



Chris Taylor | Corporate Law Partner  
Addleshaw Goddard



## Risk-mitigated delegation

Clarilis works with you to design, build, test and then (we don't stop there) help you to drive adoption and measure performance in your firm. If the pandemic has inspired a seismic shift in the pace in a given practice area, we keep up, so you can lead the field.

**"I do a lot of deals in a year.** What used to annoy me was how at least 20% of my time was spent reviewing first draft transaction documents. I now have more **trust** and **confidence** when reviewing first drafts knowing the provisions are properly integrated and aligned, allowing me to spend more time on the **value-add elements**. This is thanks to Clarilis"



Chris Taylor | Corporate Law Partner  
Addleshaw Goddard



# Are you ready to give your corporate practice a competitive edge and your lawyers hours of their working life back?

The corporate legal landscape is changing through innovation and LegalTech adoption.



## How Clarilis is transforming corporate teams:

- Accelerating document drafting times to increase capacity
- Optimising efficiency, to improve margins on fixed / capped fee work
- Releasing senior lawyers to allow focus on more profitable activities
- Supporting remote supervision and mentoring by facilitating new ways of sharing knowledge
- Reducing workload to alleviate lawyer burn-out
- Mitigating risk of error to support delegation of initial drafting to junior lawyers
- Providing a framework to enhance quality and consistency of drafting
- Contributing to recruitment and retention strategies

# Book a demo

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