



# CONTRACT MANAGEMENT CASE STUDY

## A LEADING LAW FIRM LEVERAGES TLB'S SERVICES

### CLIENT –

The client is an application development and services company based out of US with the office in multiple geographies

### SCOPE OF WORK -

Abstraction of 30+ fields including SLAs/KPIs commitments, penalty and liability clauses from 12500 contract agreements.

### THE CHALLENGE -

- Higher cost of abstraction if done by in-house legal team, client was looking for a partner in India to complete this activity
- Abstraction to be done in 45 days as client was migrating to a new platform
- Weekly output required to start putting the data into the new platform

### TLB's STRUCTURED APPROACH SOLUTION -

TLB deployed 28 resources over 45 days to go over all the 12500 contracts and abstract 30+ attributes from every commercial lease agreement

- Abstracted the required fields in a given time frame by aligning skilled team members and providing strong governance
- Created a value by building a playbook and defining standards for future contract agreements and negotiation
- Provided additional insights by highlighting potential risks in the existing engagements

### THE BENEFITS -

- Time/Cost savings for client's legal team
- Improved tracking and risk identification through abstraction and insights