Use Cases for Relativity Contracts

There are many reasons an organization may need to undergo a contract review project — whether it be to ensure regulatory compliance, to support a high-stakes corporate transaction, or for general contract data management. Without the right review tool in place, this can be an overwhelming, time-consuming, and error-prone process.

Relativity Contracts is the contract review solution to help you manage and accelerate your next project — no matter the scope, complexity, or use case.

Contract Review Drivers

There are generally two types of contract review projects:

- Event-Driven:
    - Mergers, acquisitions, divestitures
    - Regulation changes
    - Global market dynamics such as COVID-19

- Business-Requirement Driven:
    - Post-signature contract data management
    - Portfolio risk assessments
    - Vendor invoice, pricing, and/or discount reviews

Contract Review Use Case Examples

Event-Driven:

Regulatory Compliance Review

Reviewing agreements to determine which ones you need to amend to comply with new regulations. This is often referred to as a "repapering process." Examples of a regulation change driving the need for contract review include:

- LIBOR/IBOR
- CCPA
- Schrems II
- GDPR
- Brexit
- California Assembly Bill (AB5)
- International Financial Reporting Standard 16 (IFRS-16)

Mergers, Acquisitions, Divestitures

Reviewing agreements to conduct deal term analysis and the required notice, consent, and termination processes for pre-transaction due diligence.

Post-Merger Integration

Reviewing and migrating agreements from a newly acquired company to ensure a smooth and successful transition process that complies with preferred positions and playbooks.

Supply Chain Management

Reviewing agreements to determine which ones you need to update to ensure supply chain continuity and understand rights and obligations around force majeure in the face of destabilizing events like COVID-19.

Data Security and Usage Rights

Reviewing agreements to identify those that do not comply with internal compliance programs or regulatory requirements; understanding contractual rights to use counterparty data to ensure compliance and support product strategy.

Enterprise Improvement

Reviewing agreements to identify opportunities for renegotiations and discounts for companies that are potentially headed towards bankruptcy.

Bankruptcy, Restructuring

Reviewing agreements to provide complete and accurate notice to creditors and lists of executory contracts; determining which ones to accept or reject in the bankruptcy proceeding.

Insurance Policy Reviews

Reviewing insurance policies, certificates of insurance, proposal forms, and endorsements to understand coverage and aid in handling distribution claims and in the settlement phases of litigation proceedings.

CLM Migrations/Rollouts

Reviewing agreements to extract metadata so that when a company buys or migrates to a new CLM or repository tool, it is enriched with more useful contract data to ensure downstream processes benefit from these platforms being fully updated and accurate.

Business-Requirement Driven:

Post-Signature Contract Data Management

Reviewing agreements to build out a clause library and data point-level database of contracts to create a golden source of truth across an organization and a foundation of structured contract data that feeds into other internal tools, systems, and processes.

Vendor/Contractor Management

Reviewing agreements with vendors or contractors to take full advantage of pricing entitlements, dispute incorrect invoices, conduct pricing/discount/credit reviews, review payment obligations, foster vendor

consolidation, and create strategic plans for renewals, expirations, and capital projects.

Portfolio Risk Assessments

Reviewing agreements to create risk profiles across portfolios of contracts to get a holistic view of weaknesses or exposures across business units and regions to inform any repapering required to meet standards for risk thresholds.

Continuous Playbook Improvement

Reviewing agreements for the purpose of updating/consolidating templates and negotiation playbooks based on learnings from tracking final positions in executed agreements over time.

Commercial Lease Reviews

Review commercial leases to pinpoint risks and obligations and to optimize revenue across portfolios of properties.

At **Relativity**, we make software to help users organize data, discover the truth, and act on it. Our e-discovery platform is used by thousands of organizations around the world to manage large volumes of data and quickly identify key issues during litigation, internal investigations, and compliance projects. Relativity has over 180,000 users in 40+ countries from organizations including the U.S. Department of Justice, more than 70 Fortune 100 companies, and 198 of the Am Law 200. **RelativityOne** offers all the functionality of Relativity in a secure and comprehensive SaaS product. Relativity has been named one of **Chicago's Top Workplaces** by the Chicago Tribune for nine consecutive years. Please contact Relativity at **sales@relativity.com** or visit **relativity.com** for more information.

⊞Relativity®

231 South LaSalle Street | 8th Floor
Chicago, Illinois 60604
+1 (312) 263-1177 | relativity.com