

# 3 Steps to effective, strategic legal operations

Overcome the complex challenge of balancing risk and speed to revenue—your General Counsel will thank you



## 1 Create frictionless contract operations

### What's the problem?

Legal teams face growing workloads with less time and fewer resources. This causes production bottlenecks that slow revenue cycles.

### How to fix it with technology

Enable non-legal and legal users access to the same interface so they can collaboratively review, comment on, and redline agreements with full transparency and visibility.

**25%**  
GREATER

General counsel can expect **25% greater** workloads in the next three years.<sup>1</sup>

**20%**  
LESS

But with almost **20% less** budget to handle it.<sup>1</sup>

“  
Almost immediately after implementing Conga CLM, we lowered the amount of time spent on easier deals from 1-2 weeks to 1-2 days..

Pam Phillips SVP & Deputy General Counsel, FIS

### Proof point

FIS, the largest tech services provider to the financial services industry, reduced the number of contracts requiring legal intervention by 40% and shaved hours from the weekly workload.



## 2 Maximize contract value

Only **29%** of in-house attorneys say their teams use contract data effectively for strategy and risk mitigation.<sup>2</sup>

**29%**

**93%** of general counsel are heavily involved in decisions and major issues impacting the company.<sup>3</sup>

**93%**

### What's the problem?

Legal teams, as a vital part of the revenue cycle, lack the visibility into the full extent of their firm's contractual obligations needed to accelerate renewals and strategize how to extract more value for the business.

### How to fix it with technology

Adopt AI-powered contract intelligence solutions to auto-populate key dates and data into your CRM from legal documents and gain account snapshots that reveal white space sales opportunities.

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Smart notifications prompted the Ovation TV team to renegotiate multiple agreements and terminate a vendor contract renewal resulting in \$50,000 of savings.

Julie Moskowitz, Contract Manager, Ovation TV

### Proof point

Independent television and digital media company, Ovation TV, used advanced AI-powered intelligence to terminate redundant contracts that saved tens of thousands of dollars per year.



## 3 Standardize language and workflows

### What's the problem?

Inconsistent contract language used by different teams means legal has to coordinate custom clauses, terms, and conditions—all while ensuring everyone's working from the same document version.

### How to fix it with technology

Standardize language and workflows by templating contract types and creating a library of pre-approved terms and clauses that sales and other team members can use to generate compliant contracts without legal intervention.



**27%**

of a legal team's time is spent conducting routine compliance and low-value tasks across the legal function.<sup>1</sup>



**57%**

of business leaders say that inefficiencies in the contracting process slow revenue recognition.<sup>4</sup>

“  
Conga CLM has also proven to be a reliable means of analyzing data and driving contract efficiency.

Patrick Verraes Deputy General Counsel Huntsman

### Proof point

Global chemicals manufacturer Huntsman standardized its global contracts to accelerate contract cycles by 40% and shorten reporting cycles by 92%—all while improving compliance.

See the 3 steps for yourself

Schedule a demo

#### Sources

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