

### ADVANCED AI FOR LEGAL DOCUMENTS

## **Evisort – Overview on AI for Contracts**

- Evisort is an **Artificial Intelligence** company that is transforming how organizations leverage and manage their documents and data.
- We have developed advanced machine-learning models that **automatically** read, classify and extract the key information in your documents.
- All delivered through a **SaaS platform** so you can efficiently upload, access, search, monitor and deliver results.
- The Evisort platform has been used across industries and use cases.
- Data can be extracted from documents can be processed in **140 different languages**

SLIDE 2









## Background

- Founded out of the Harvard Innovation Labs and MIT
- Offices in Silicon Valley and Boston
- Active research organization with data scientists and computer scientists
- To date: 2M contracts, billions in contract value analyzed

## Interdisciplinary Leadership Team









Jerry Ting CEO Jake Sussman COO

BCG, Simpson

Thacher & Bartlett

n Amine Anoun CTO

Uber, MIT

**Operations** 

**Research** Center

Memme Onwudiwe EVP, Legal Intelligence

Ropes & Gray,

**Development Finance** 

International

BCG, Credit Suisse, Fried Frank, SCOTUS

Harvard Law

Harvard Law

MIT

Harvard Law



SLIDE 3

## Holistic framework can encompass entire contracting process



#### **Contract Generation**

- Limit what parts of contracts can be modified by underwriting team
- Approved contracts can be used in underwriting module
- Prevents unauthorized introduction of risk

### Contract Risk Mitigation/Approval

- Contracts generated can be compared against risk matrix and flagged for review
- Escalation matrix can reduce bottlenecks and guide resources to high risk deals

Signing/Execution of Contract

## Contract management and compliance

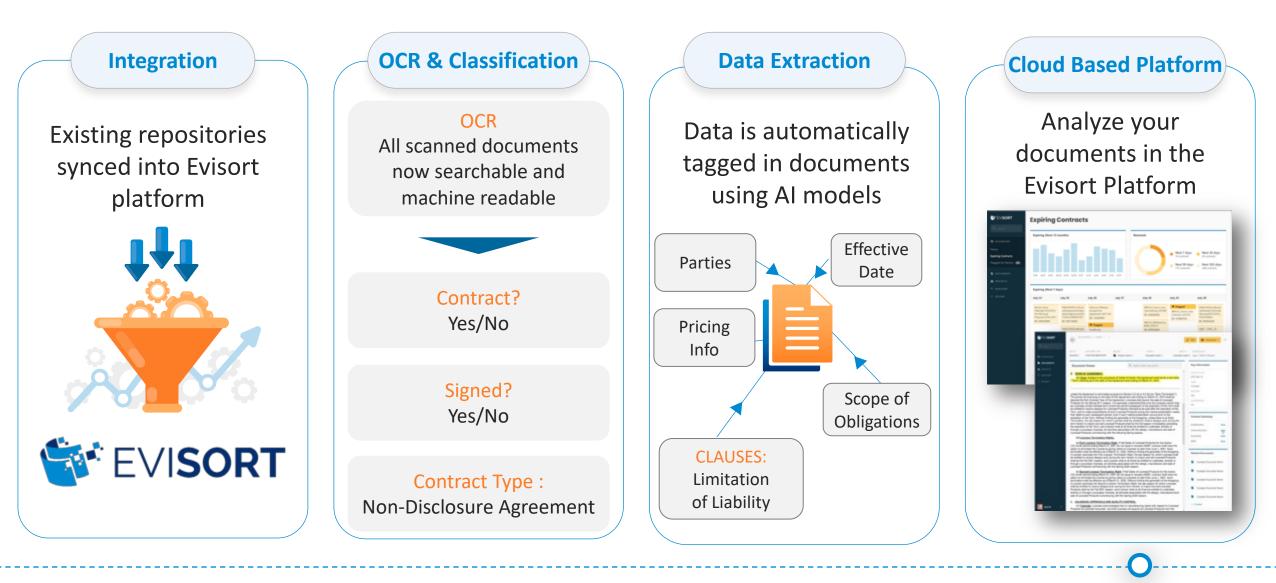
- Centralized records management allows aggregate reporting
- Contracts with nonstandard terms can be tracked automatically
- Aggregate risk can be calculated by product line/region/other key factors

# Benchmarking and analytics

- Benchmark across terms
- Export all data to Excel to power business intelligence efforts
- Track unlimited fields to look for trends

## How Evisort builds a centralized repository across your organization

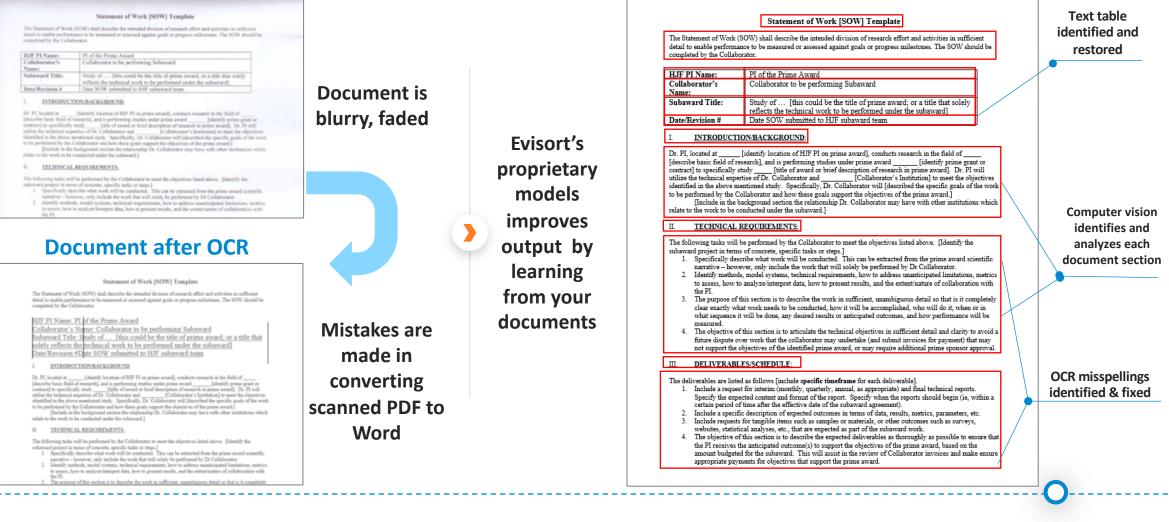




## Specialized technology accurately converts scans into Word file



#### **Original Scanned PDF**



#### ADVANCED MACHINE LEARNING FOR CONTRACTS



### Our algorithms automatically understand the meaning of words in documents

#### **Document Types**

- Client Agreements
- Vendor Agreements
- NDAs
- Employee Contracts
- Loan/Lease Documents
- Investment Documents
- Compliance Documents
- Amendments
- Purchase Orders
- Work Orders

And More

#### **Provisions**

- Term & Termination
- Confidentiality
- Limitation of Liability
- Indemnification
- Governing Law
- Assignment
- Notices
- Non-Solicit
- Non-Compete
- And More

## **Key Information**

- Title of Document
- Party Names
- Party Addresses
- Effective Date
- Services Start Date
- Expiration Date
- Renewal Date
- Term of Agreement
- Fees
- And More

## **Build custom reports across all documents**

EVI <b>SORT</b>	document analyzer
	Document Analyzer
DASHBOARD	Document Details
	PARTIES
PROJECTS	Search for parties
Q ANALYZER	
+ UPLOAD	CONTRACT TYPES
	Search for contract types
	PROVISION TYPES
	Search for contract types
	PROJECT EXECUTED AUTORENEWAL
	Any project     V     Not selected     V
	Text Search Date Search
	SEARCH AREA CREATED DATE RANGE
	Title And Content V to V
	ALL OF THESE WORDS ANY OF THESE WORDS EFFECTIVE DATE RANGE
	Please use a comma to split the words. Please use a comma to split the words.
	EXACT PHRASE EXACT PHRASE
	• to •



All fields are automatically created, no data entry necessary

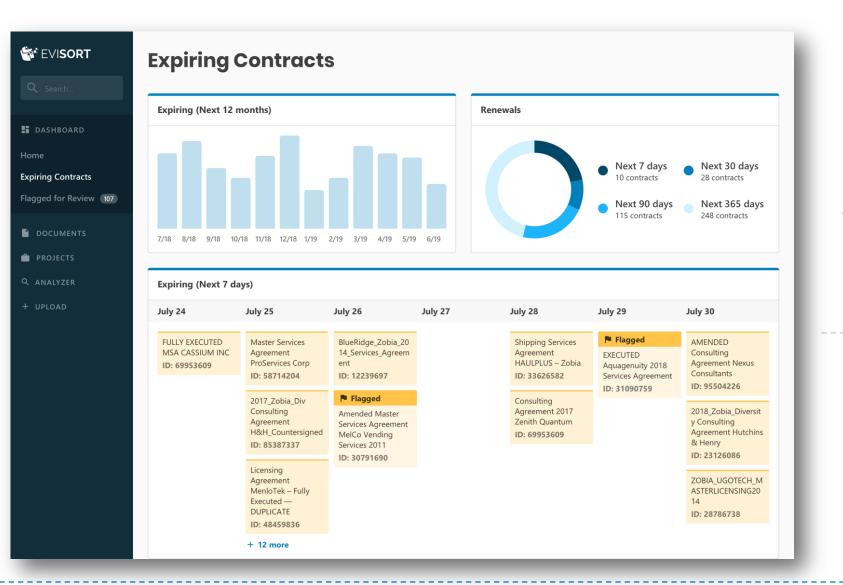
## Search by terms, party names, and dates

• (e.g.) by business unit or product line or region

Filter down by type of contract and find exact provisions across thousands of documents

## **Expiring Renewing Contracts**





Monitor renewing and expiring contracts and their notice periods

Know exactly which agreements are at risk and when

Drill down on any contract and analyze key terms

SLIDE 9

## **Custom Provision Tagging**



EVI <b>SORT</b>	Chadbourne_FedEx_SP_Contract_20050203	
DASHBOARD Expiring Contracts	DOC ID     DOCUMENT TYPE     PROJECT     PARTIES     UPLOAD DATE       00045871     Licensing Agreement <ul> <li>Chadbourne and FedEx</li> <li>Chadbourne &amp; Parkle LLP • FedEx</li> <li>July 7, 2018 12:30 pm</li> </ul> Overview     Tag Provision     Tag Provision	Add new provision types automatically
<ul> <li>DOCUMENTS</li> <li>PROJECTS</li> <li>ANALYZER</li> </ul>	PROVISION  PROVISION  Confidentiality  The list of provisions is managed by your organization administrator. If you wish to  Filter key information	Give the system an example and it'll learn to
+ UPLOAD	This At       We found similar provisions in 24 other documents. Do you want to apply this tag to all documents?       DOC ID       DOC ID         CONTRACT TYPE       CONTRACT TYPE	find similar provisions
	WHER   discussions whe   proprietary and   WHER   discussions whe   proprietary and   WHER   that Party's: (1) business plans, methods, and practices; (2) personnel, customers, and suppliers; (3) inventions,   Licensing Agreement SIGNED Yes PARTIES Chadbourne & Parkle LLP • I	Give the system an example and it'll learn to find similar provisions
	<ul> <li>processes, methods, products, patent applications, and other proprietary rights; or (4) specifications, drawings, sketches, models, samples, tools, computer programs, technical information, or other related information;</li> <li>NOW, THEREFORE, the Parties agree as follows:         <ol> <li>Either Party may disclose Confidential Information to the other Party in confidence provided that the disclosing Party identifies such information as proprietary and confidential either by marking it, in the case of written materials, or, in the case of information that is disclosed orally or written materials that are not marked, by notifying the other Party of the proprietary and confidential nature of the information, asch notification to be done orally, by e-mail or written correspondence, or via other means of communication as</li> </ol> </li> </ul>	
	<ul> <li>2. When informed of the proprietary and confidential nature of Confidential Information that has been disclosed by the other Party, the receiving Party ("Recipient") shall, for a period of three (3) years from the</li> </ul>	

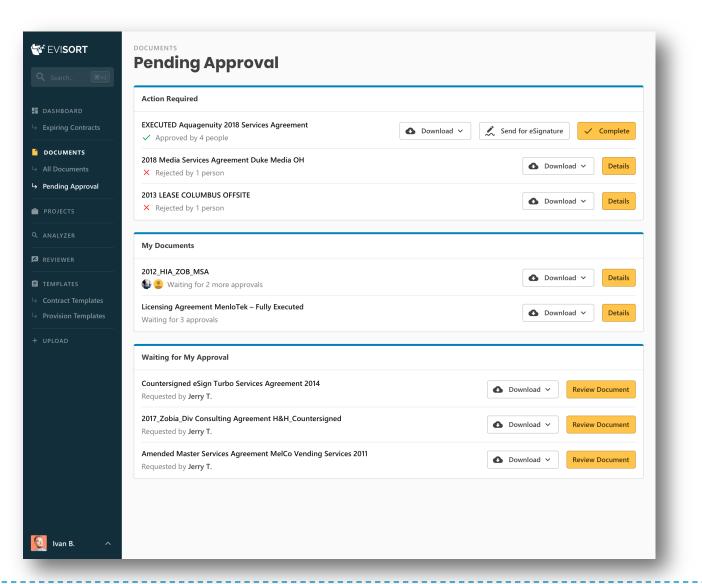
## Give the system an example and it'll learn to find similar provisions

## **Contract Generation Module**



EVI <b>SORT</b>	Contract Generation	+ New Template	Easily Build Templates	
	NAME			
DASHBOARD Expiring Contracts	Non-Disclosure Agreement	New Contract ····		
	Staffing Agreement	New Contract ····	Generate new documents in seconds	
PROJECTS Q ANALYZER	Lease Agreement New Template	New Contract ••••		
🛛 REVIEWER	Master Services A TEMPLATE NAME	✓ New Contract ····		
É TEMPLATES + UPLOAD	Master Licensing	New Contract ····	Restrict editing of documents so key terms	
T OPLOAD	Invoice Cancel + Create Template	New Contract ····	aren't changed	
	Purchase Order	New Contract ••••		
	Statement of Work	✓ New Contract ····		
			Example: SOW, NDA's, MSA's etc.	
🔯 Ivan B. 🔨			O	







#### **Robust Intake forms**

Intake forms can be customized for specific departments and document types

#### Simple dashboards

Lawyers easily keep track of contracts in their queue

#### **Automated** routing

Create rules to ensure that contracts go to the right lawyer for review every time

## **Document Reviewer Module**



	confidentiality intak				C Review Again
<b>DOC ID</b> 00045871	DOCUMENT TYPE Licensing Agreement	PROJECT	PARTIES FedEx Chadbourne & Parkle LL	P • FedEx	<b>UPLOAD DATE</b> July 7, 2018 12:30 pm
Documen	t Viewer	Q S	earch within document		Review Results
	MUTUAI	L NON-DISCLOSURE	AGREEMENT	^	WARNINGS 3 warnings found CRITICAL
Th	nis Agreement is made and er	ntered into as of the last date :	signed below (the "Effective Date") by and	1	<b>A</b> 1 critical issue found
	("MyCompany") and		its principal place of business at , a corporation whose d Party").		A Non-competition A provision
discussions proprietary	WHEREAS MyCompany and the Second Party (the "Parties") have an interest in participating in ions wherein either Party might share information with the other that the disclosing Party considers to be tary and confidential to itself ("Confidential Information"); and WHEREAS the Parties agree that Confidential Information of a Party might include, but not be limited to			Non-competition provisions are not allowed in NDAs with potential vendors.	
that Party's processes, sketches, m	:: (1) business plans, metho methods, products, patent a lodels, samples, tools, compu	ds, and practices; (2) person applications, and other prop ater programs, technical infor	nnel, customers, and suppliers; (3) inven rietary rights; or (4) specifications, draw mation, or other related information;	tions,	<b>RECOMMENDED ACTION</b> Please remove the provision.
1. Dr	nsultant, co-partner or other	nent, either Party will not, eit wise, or in any other individu	her as a principal, agent, employee, employ al or representative capacity, directly or in ially similar to those the Executive rendere	di-	A Term length exceeds policy
dis da	sclosed by the other Party, th te of disclosure, refrain fror	e receiving Party ("Recipient n disclosing such Confidenti	re of Confidential Information that has ") shall, for a period of three (3) years fro al Information to any contractor or other g Party and shall protect such Confid	m the third	IP ownership violates NDA policy
Îni Re rez ha co Ini su	formation from inadvertent scipient uses to protect its sonable care. The Recipient s access to Confidential Info nfidential nature and is requ formation disclosed under the Confidential Information	disclosure to a third party own proprietary and confin- th shall ensure that each of its ormation disclosed under this ired to abide by the terms of is Agreement shall promptly	using the same care and diligence that dential information, but in no case less is employees, officers, directors, or agents s Agreement is informed of its proprietar this Agreement. The Recipient of Confid notify the disclosing Party of any disclose ent or of any subpoena or other legal pr	at the than s who y and ential ure of	A Personal data is included in definition of confidential information
			nent shall be and remain the property of hall be construed as granting or conferrin		

## AI can auto-determine whether language in third party documents is compliant with your contracting policy

### Analyze Risk at a glance

Term length, PII, Policy Violations

#### Example:

Flagging IP ownership as a violation of NDA policy

Gir.

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Expi

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## **Risk Assessment Module**

#### Template Risk Analysis

TEMPLATE BASED? Yes	SOURCE TEMPLATE 2015 XYZ NDA Template	DEFINITION OF CONFIDENTIALITY Standard	DEFINITION OF CONFIDENTIALITY SIMILARITY % 100
NOTICE OF BREACH Not Found	NOTICE OF BREACH SIMILARITY %	DISCLAIMER OF WARRANTIES Modified	DISCLAIMER OF WARRANTIES SIMILARITY % 93
SEVERABILITY Standard	SEVERABILITY SIMILARITY % 100	ASSIGNMENT Modified	ASSIGNMENT SIMILARITY % 72
INJUNCTIVE RELIEF Not Found	INJUNCTIVE RELIEF SIMILARITY %	RESTRICTION ON USE Standard	RESTRICTION ON USE SIMILARITY % 100
DATA LOCATION STORAGE Not Found	DATA LOCATION STORAGE SIMILARITY % 100	NOTICES Modified	NOTICES SIMILARITY % 41

### FVISORT

## Get deep insights into standard agreements based off your templates

#### **Streamline negotiations**

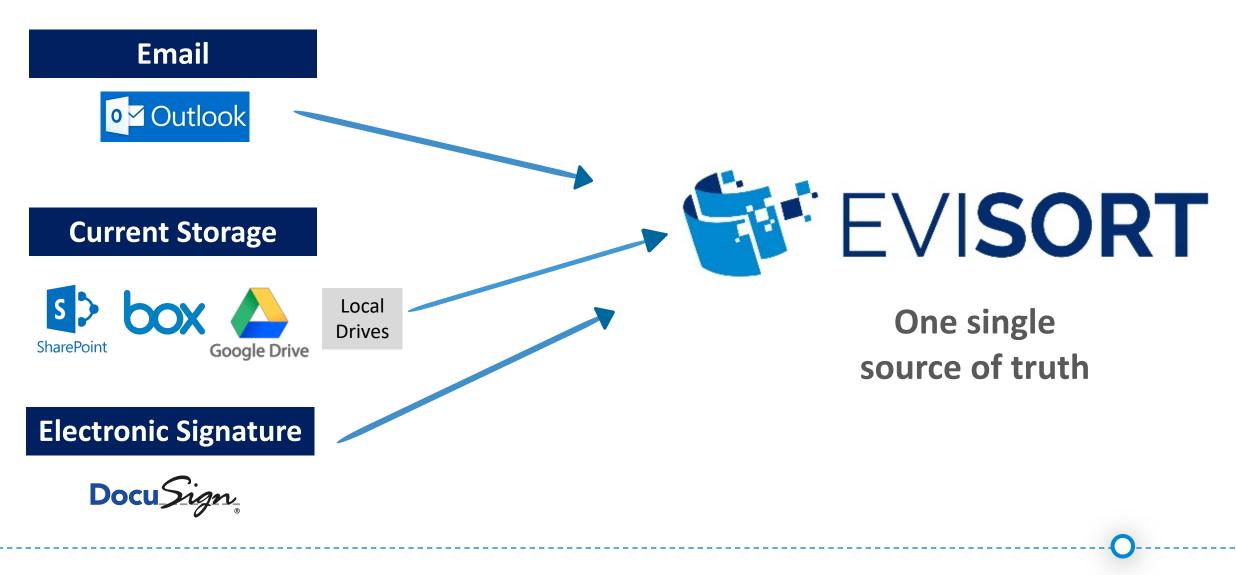
Users gain insight into what clauses are normally changed allowing them to adapt templates and speed up negotiations

#### **Enforce Standard Language**

Identify whether any counterparties are still on old template agreements









# THANK YOU.

Please contact us for more information:

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