

Exego Intelligence Use Case Examples:

Law Firm – M&A

The firm is involved in an acquisition that consists of a cash and stock transaction. The attorney is using EI to identify all the pertinent clauses for his analysis to determine irregularities within the collection. The agreements are PDFs that were downloaded from a deal room and contained a large amount of dual column text, which can cause issues in other applications. Exego Intelligence's approach to OCR ensured that these contracts were handled properly and in-context, which provides accurate searching. The client was pleased that POC provided the information he was looking for and saved tremendous amount of time and cost over his traditional method. The client is currently adding additional contracts to EI to complete his analysis.

Executive Recruitment Firm

The company needed to compare specific warranty periods contained across agreements going back to 2001. Most of the agreements were scanned paper, PDFs and partially imaged-based PDFs from their Contract Management System (CMS). EI provided the means to quickly identify the information that the Contract Manager required and provided information necessary for future and accurate contract negotiations.

Corporation – Post Due Diligence Limitation of Liabilities

This corporation acquired a division of a Fortune 500 company. The acquirer imported the agreements, after completing the transaction, into EI to identify any liabilities they may be responsible for after the one-year warranty period. The acquirer found a \$14 million contractual liability that would have been their obligation without the utilization the EI platform.

Executive Recruitment Firm

An executive recruitment company created a new division providing Pre and Post Diligence services for their clients by blending their internal subject matter experts with the EI search technology for faster and more precise methods to search contracts. The following is a quote from the Business Unit Leader.

“Until now, M&A does not have a cost-effective or accurate way to perform post due diligence. One of the biggest reasons that mergers did not meet their projected synergies is the inability to grasp the contractual obligation they bought. Exego Intelligence is a solution that navigates through an entire company's contract pre and/or post-merger, quickly and accurately.”

Banking

Problem: *Loans and Agreement across different clients or assets that have the risk of being modified, extended, etc. over the years. Extremely difficult to control risk and maintain strong client control.*

Solution: A bank has issues managing their mortgage change clauses. Utilizing Exego Intelligence, they manage and compare various clauses across a series of mortgages to maintain version control, based upon a master mortgage, for a specific entity or across several entities.

Insurance Company

Problem: *Control of Risk and Consistency of Policy language across many brokers/clients and legal jurisdictions. Need to track the insertions and deletions across many types of policies.*

Solution: Exego Intelligence organizes the collection by types of policies and provides insights into those changes, not only on a policy level, but on a policy clause level. This approach quickly identifies areas for the underwriter to update or modify a specific policy as well as track new policies that are written by specific policy type.

Mergers & Acquisitions

Problem: *Due Diligence often mandates the quick review of massive quantities of contracts executed by the target company. The manual process is time consuming and expensive. It often requires teams of attorneys to identify pre-determined clauses and search for risk exposure to the acquirer.*

Solution: Exego Intelligence provides pre and post diligence analysis to identify issues that may not have been discovered during a manual review of the agreements. Through the clause near duplication identification process, the subject matter expert compares how agreements and clauses were changed, maintained or edited throughout the life of the organization.

Real Estate

Problem: *Lease language control across multiple tenants and properties.*

Solution: A client is using Exego Intelligence to manage various real estate agreements across multiple properties in lieu of a hardcopy file approach. The agreements are organized by specific property to ensure compliance at the clause level. In addition, the clauses are compared across all entity types and locations to maintain a consistent approach for all the agreements, clauses, pricing and terms.