

Corporate Representative Projects

Contract Review and Data Abstraction Projects

Managed Services: Combining Lawyers with Technology and Project Management

Large Data

Project 1 || To complete the due diligence phase in a complex merger transaction, Legility was hired to deliver summary information from 17,000 contracts in less than eight weeks. The company was keeping information about its contracts in a mix of contract management systems and spreadsheets, and contract files were located in numerous locations. For each contract, more than 30 data points had to be analyzed and documented. Legility stood up a team of 58 attorneys, averaging 12 years in industry-related experience, in a matter of days. Utilizing its established processes and technology review tools, Legility's project manager delivered a sortable summary of data on time. In addition, this managed services model saved the client an estimated \$2.4 million, compared to the cost of the company's traditional diligence attorney rates.

Project 2 || To facilitate post-closing integration and the consolidation of contracts that the company inherited from multiple acquisitions, Legility sorted, analyzed, integrated and made consistent thousands of contracts, located in different contract management systems (158,000 documents). Legility's project managers and technology experts created a process that was an estimated 200% more efficient than the company's initial plan of action, significantly reducing the data to be reviewed. In addition, the lower Legility attorney review rates saved the client cost.

About Legility

Legility is the independent, global new law company.

We're a leader in Legal Operations, providing consulting, technology, managed solutions and flexible legal talent engagement services to corporations and law firms.

Legility has more than 1,000 lawyers, engineers, consultants, technology and data specialists, and operational experts serving one-third of the Fortune 100 and one-quarter of the Am Law 200. Founded in 1991, the company works with clients to improve operational efficiency.

Complex Analysis of Material Customer Contracts

To facilitate risk mitigation by gaining extended knowledge around its material contracts, the company wanted certain information abstracted (and readily available for quick answers) from its most important 300 contractual relationships with customers. Legility assisted the company's in-house lawyers, together with the Director of Compliance and the Director of Privacy, in the development of data points to be extracted from those material contracts. Four lawyers, lead by a project manager, sorted the company's customer files to stage them for abstraction and completed the review in four weeks, utilizing Legility's database review tool stood up by its tech team. The company ultimately plans to merge the collected data into an internal CMS.

Isolated Inquiries and Review Projects

To facilitate an emergency risk and incident response analysis, Legility was identified to review and report on more than 100 complex customer contracts in three days for a specific purpose. The company was analyzing whether or not it was protected under the contracts' force majeure clauses when it ran into delivery challenges due to a national health crisis. The Legility technology manager stood up the review reporting tool in four hours, and a team of three attorneys and a project manager delivered a report with sorted data on time, enabling in-house to respond quickly while realizing significant cost savings for the company over traditional law firm review.

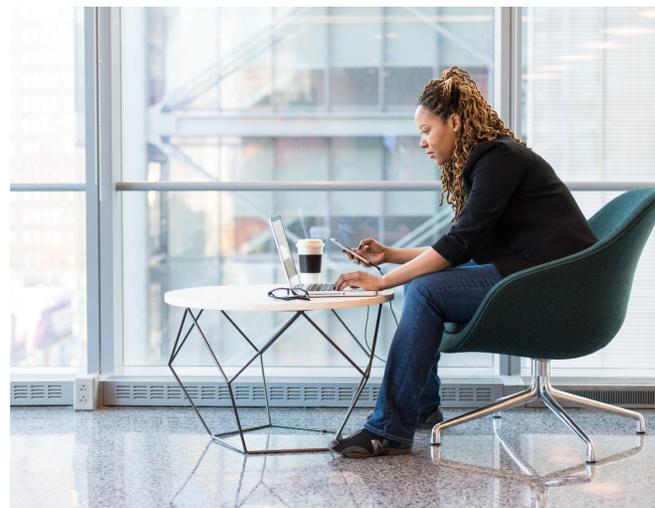
Real Estate

To accomplish review and organization of real estate files for more than 6,000 properties, Legility assisted in reviewing 10,000 documents, spread across various locations, with some only available in paper copies. Legility's project managers designed a custom workflow for the organization of the review, allowing its team of six real estate attorneys to identify, match and abstract all required data in a timely fashion and create efficiencies that saved the company time and cost.

M&A Due Diligence Services

Project 1 – Buyer II To help review data from contracts during the due diligence process in an acquisition and facilitate post-closing integration of such data, Legility was hired on multiple transactions by a large, national hospital and healthcare facility company to provide full M&A Buyer Due Diligence Services, including:

- Organization of contract records in the target data room
- Create a workflow for the project, coordinating all parties (outside counsel, in-house and Legility) and facilitating effective real-time communication
- Perform review and data abstraction in accordance with a list of data points, specifically tailored toward post-closing integration of that data into the client's CMS (not all data points were strictly for the legal department)



- Export the summarized data into a sortable spreadsheet and also deliver various summary reports of the data to provide to deal leaders
- Create and deliver purchase agreement schedules
- Assist with post-closing data integration and tasks

Legility provided a dedicated team of 10 attorneys on average to perform all service tasks, under the management and guidance of our project manager who ensured coordination and real time communication flow. Key successes with this company have included:

- Fast post-closing data integration into existing CMS – 2 weeks vs. 12 months
- Automated production of schedules during the deal, resulting in significant time and cost savings
- Creation of repeatable processes resulting in reduction of cost over time by creating efficiencies, close metrics analysis and managing to budget.



Project 2 – Seller II To prepare for the sale of a subsidiary/business units, Legility organized and reviewed the data room materials to present a “clean-house” to potential purchasers. The company placed high value on fast closings and identified that a clean and well-organized data room – as well as the automated production of seller schedules to any purchase and sale agreement – were key elements in the timely completion of any deal. The Legility team of corporate review attorneys reviewed and summarized relevant data room materials and worked side-by-side with the client and deal counsel in the various phases of the transaction. In addition to significant hourly rate savings compared to traditional review and diligence methods, the collaboration with Legility allowed the company to have in place a well-organized and complete data room, reviewed by skilled attorneys, assuring disclosure of appropriate documents only, and in a cost-efficient way that allowed in-house counsel to preserve resources and focus on strategic deal tasks involved.

Supporting In-House Legal Departments through Contract Review and Negotiation Programs – The Legility Bench

A dedicated team of Legility attorneys assists in the first-line of review and negotiation of a variety of contracts pursuant to a developed workflow and content playbook. In-house counsel has a single Legility contact, who manages workload, assignments and the metrics kept around the program. Attorney rates are significantly lower than those of traditional law firms. Workflow and playbook create consistency in the company’s response to legal positions to mitigate risk. All attorneys work remotely or in a Legility Managed Services Center.

Company A

- 100-150 complex Service, Procurement and Sales Agreements per month
- Dedicated attorney team of 10, scaled up to 15 during high-volume spikes

Company B

- 900-1,000 Physician Employment Agreements per month
- Dedicated team of six attorneys

Corporate Secretary Services Review and Clean-Up of Corporate Governance Files

The client sought assistance with the review and organization of corporate records for 90+ subsidiaries and affiliates, most of them “inherited” through a series of acquisitions. While the separate entity structure was desired in a highly-regulated, but localized, industry, maintaining corporate records was burdensome and taking up valuable in-house counsel time.

The talented team of Legility review attorneys organized all corporate records and uploaded the relevant records to create a virtual “minute book” for each entity; substantively reviewed the records and identified gaps, missing information and compliance issues for each entity; and created a clean-up task list to catch up all corporate records. With the client, Legility’s project manager developed a Company Data Profile form for each entity, showing the most important corporate governance facts at a glance (name, state of formation, secretary of state status, number of directors), and Legility created a record-keeping tool for the Corporate Secretary of the company that would allow for in-house maintenance and management of the Company Profile Data going forward.

Legility Team

Legility is the independent, global new law company.

We’re here to do the best legal work of our lives alongside our innovator clients.

We deliver transformative legal solutions that build business value and set our clients apart. Our global network comprises 20+ offices & 1,500 people, and our legal operations work spans every industry and practice area. We have world-class data, strategy, and talent operations. But everyone and everything is driven by our core values:

- Do the Right Thing.
- Fabled Service.
- Diversity is in our DNA.
- Passion for Innovation.

