



# Shareforce

The business contracts standard.

## Intelligent digital ecosystem for legal model documents



Version 2.0

# Shareforce: Unieke legal cloud services

## 1. Current dynamics

- Companies have an increasingly strong negotiating position:
  - They have access to information for making efficient, detailed comparisons of the services offered by law firms.
  - There are now more alternatives to leading law firms (e.g. more DIY options, niche firms and accountancy firms).
- Law firms, companies and government bodies have a strong need for **simple and cost-efficient** access to good, up-to-date legal model documents.
- The business legal market is set to take full advantage of the possibilities offered by IT.
- Sharing/Access economy. The future of (standard) commercial legal documents lies in **access over ownership**.
- There is a substantial need for digital legal **ecosystems**; partnerships between law firms and companies, based on interdependence, which use digital platforms to achieve a common goal.
- There is a great willingness among leading law firms to share model contracts and other knowhow.
- Leading law firms are looking for intelligent ways to offer clients value-added services, enabling clients to save money by doing more legal work themselves.

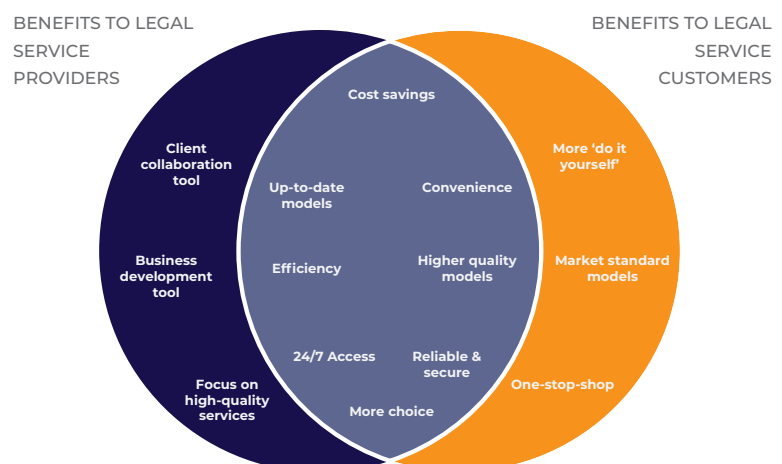
## 2. Challenges legal departments

- The quantity of complex work is increasing.
- Financial resources and staffing are limited.
- Legal departments are under pressure to cut costs.
- The optimal division of work needs to be found between in-house and external lawyers, particularly regarding contracts:
- In-house lawyers are most familiar with a company's activities, goals and risk tolerance.
- In-house lawyers are better able to offer much desired practical solutions and to 'switch gears' quickly.
- There is a lack of access to good model contracts, which causes legal departments to 'make do' with inferior alternatives, such as precedents or online templates.
- Low-cost model contract providers don't offer the required quality and where law firms offer similar services, there is a suspicion of vendor lock-in.
- How to use IT to improve efficiency (particularly knowledge management, document management and entity management (decision making, financial statements etc.)).
- By operating more efficiently, in-house lawyers can:
  - Focus more on strategic work.
  - Devote more attention to substantive legal work.
- Developing and updating individual models is often neglected as a priority.

## 3. Shareforce

- An intelligent online ecosystem for business legal model documents, which benefits both law firms and their clients.
- Developed for and by law firms and their clients.
- Online access to extensive databases containing high-quality model clauses and model contracts.
- Fundamental improvement of the model development and update process.
- No longer the need to develop and update legal model documents solo.
- Specifically developed with the aim of creating market-standard model contracts.
- Work together to optimise the contract life cycle: go from model to contract, without all the unnecessary but customary steps beforehand or afterwards.
- Plug-and-play Legal Tech; no IT development and maintenance costs.
- Gives law firms the opportunity to co-launch a value-added service for clients and prospects.

## 4. Benefits of using Shareforce



# Shareforce: Factsheet

	Shareforce	Current software	Benefits shareforce
Online access	Yes	No	<ul style="list-style-type: none"> <li>Thanks to online sharing, users no longer have to develop, update, manually amend or save the same commercial model contracts on their own.</li> <li>24/7 online access to business legal model documents.</li> <li>All the benefits of the <b>access over ownership</b> model.</li> </ul>
Online collaboration	Yes	No	<ul style="list-style-type: none"> <li>Benefit from online suggestions from fellow professionals for amendments to contracts/clauses, drawing on their knowledge and experience; suggestions can be accepted efficiently.</li> <li>Share and collaborate within your own organisation, with other organisations (e.g. clients or model document suppliers) or both, possibly in closed groups.</li> <li>Jointly develop <b>market-standard</b> model contracts and benefit from the resulting ultimate efficiency gains.</li> </ul>
Type models (Comparable with)	<b>Dynamic</b> (Online newspaper)	<b>Static</b> (Printed newspaper)	<ul style="list-style-type: none"> <li>Documents are assembled online in <b>real time</b>. Each time that a document is opened, the <b>most recent versions</b> of the relevant clauses are retrieved from your database (just like when you open or refresh a website).</li> </ul>
Most recent update	<b>Moment when opened</b>	<b>Moment when last saved</b>	<ul style="list-style-type: none"> <li>Shareforce's dynamic models are up-to-date as of the moment they are opened.</li> <li>Static models are up-to-date as of the moment they were last saved (in other words, when they were most recently manually amended).</li> </ul>
Basis database	<b>Clause-based</b>	<b>Document-based</b> The documents saved contain many similar clauses.	<ul style="list-style-type: none"> <li>Clauses are saved once and reused in the relevant documents.</li> <li>No duplication of identical clauses, which gives a huge boost to efficiency and quality: <ul style="list-style-type: none"> <li>Updates are distributed automatically to all documents in which the updated clause is used.</li> <li>Updates are processed automatically and no longer need to be done manually.</li> </ul> </li> <li>Everyone in the organisation will be using the same standard clauses (e.g. on arbitration).</li> </ul>
Enrichment of clause data	Yes	No	<ul style="list-style-type: none"> <li>Record of relationship between original model document or clause (parent) and those derived from it (clones).</li> <li>Record of ownership of clause and company/professional profile of owner.</li> <li>Analysis of use of clause for certain industries, market segments, deal values etc. (data analysis).</li> <li>Matching (under development): interpretation of clauses and measurement of percentage match with similar clauses.</li> <li>Automated clause prompt (under development).</li> <li>Ranking and voting (under development).</li> </ul>
Cloning	Yes	No	<ul style="list-style-type: none"> <li>By creating a clone of a model document or clause (the parent), a model can be amended in line with individual needs/insights.</li> <li>The user of a clone is notified when the parent document or clause is updated, offering them the option of accepting/rejecting the change in the clone as well.</li> </ul>
Substance over form	Yes	No	<ul style="list-style-type: none"> <li>Models are automatically generated in line with a pre-defined corporate identity and style (possibly your own). Styling plays no role when drafting a document.</li> </ul>