

The graphic features a dark blue background with a complex, glowing pattern of golden-yellow dots and lines that resemble a network or data visualization. The text is centered and reads: "World Commerce & Contracting" in a light blue font, "INNOVATION &" in large white font with the ampersand in yellow, "EXCELLENCE" in large white font, and "AWARDS 2022" in large white font.

World Commerce & Contracting  
**INNOVATION &**  
**EXCELLENCE**  
**AWARDS 2022**

## Shortlist Submission Summaries Americas

### Strategic Achievement

#### **Astellas Global Contracting Office**

##### [Astellas](#)

The Astellas Legal and Procurement teams worked with Deloitte to transform the Astellas third-party supplier contracting model as part of the Astellas Corporate Strategic Plan. The strategic goals of the engagement were to transform the way Astellas contracts with third party suppliers and to drive a consistent, efficient, innovative and risk balanced contracting process to maximize value for Astellas and eliminate barriers to innovation. The engagement successfully created a global team that utilizes a risk-based framework, focuses on efficiency and consistency, and enables the collection and analysis of data globally to measure success, identify challenges, and drive change.

#### **Ciena Contract Lifecycle Management Project**

##### [Ciena Corporation](#)

The introduction by Ciena of DocuSign CLM as a fully integrated, end to end contracting tool is a significant milestone in the Ciena Legal team's drive for continuous improvement and contracting excellence. Working with our system integrator, Spaulding Ridge, and numerous key business stakeholder groups, Ciena has

implemented DocuSign CLM across its supplier and customer contracting processes, fully integrated with front end and back end systems.

## Operational Improvement

### **Merging and Streamlining Contracting Processes Through a Pandemic**

#### **UKG Inc.**

As part of the UKG merger, two established commercial contracts teams had to organize to ensure that supporting the business was the highest priority, in the middle of a global pandemic. The teams quickly organized to tackle the most important items first and then went through the checklist to continue to work on harmonizing documents, go to market positions, talk tracks, fallback provisions, technologies, and more. The future is to further refine the processes and leverage more technologies by way of a robust CLM and other queuing technologies. The future is bright and the team is even brighter so there is no doubt that this can be accomplished and we can play a role in UKG's success!

### **Ciena Contract Lifecycle Management Project**

#### **Ciena Corporation**

The introduction by Ciena of DocuSign CLM as a fully integrated, end to end contracting tool is a significant milestone in the Ciena Legal team's drive for continuous improvement and contracting excellence. Working with our system integrator, Spaulding Ridge, and numerous key business stakeholder groups, Ciena has implemented DocuSign CLM across its supplier and customer contracting processes, fully integrated with front end and back end systems.

### **Moderna Improves Contract Efficiency Across the Enterprise with Agile CLM**

#### **Agiloft**

In 2020, the speed of business went from fast to warp speed for vaccine developers. In response, Moderna's legal operations team raced to tighten up its contracting process. To accomplish the process improvements needed, they deployed Agiloft CLM to build new workflows and templates that would yield the crucial efficiencies needed to deliver on the promise of mRNA science.

The operational improvements were significant. Using Agiloft CLM, Moderna reduced its 20 legal contracting templates to 6, critical CDA workflows went from 21 to 5 days, and now 100% of contract requests go through the self-service portal.

## Outstanding Cooperation & Collaboration

### **Supplier's organization name**

**Mindcrest**

### **Customer's organization name**

### Johnson Matthey (JM)

Like most legal teams recently, Johnson Matthey (JM) sought to optimize their ways of working. JM needed a truly collaborative partner to support a simplification and improvement of their internal operations. Mindcrest was keen to share learnings from supporting other global clients with contracting. Together, Johnson Matthey and Mindcrest built a unique, streamlined strategy for Legal Operations excellence. With consolidated contracts, standardized templates, a legal tech review and the launch of a fully managed service with defined escalation matrices, this partnership alleviated the strain on JM and provided Mindcrest with a wealth of knowledge and investment into Contracts Management.

#### **Supplier's organization name**

ABiz Corporation

#### **Customer's organization name**

Juniper Networks

Juniper Networks partnered with contract management consultancy firm ABiz Corporation and software provider, Evisort to expeditiously centralize nearly 23,000 contracts and update all related metadata in less than a year. The majority of these contracts were non-standard, which posed significant challenges for analysis, but with the help of artificial intelligence, the teams were able to automate much of the review process. With ABiz's help, Juniper has now achieved more control and visibility into its contract management process and the contracts themselves, leading to organizational efficiencies and stronger compliance.

#### **Supplier's organization name**

Deloitte

#### **Customer's organization name**

Astellas

The Astellas Legal and Procurement teams partnered with Deloitte to transform the Astellas third-party supplier contracting model as part of the Astellas Corporate Strategic Plan. The team established "Design Principles" which they used to stay aligned to what "success" would look like. The GCO transformation team included Astellas and Deloitte representation from US, UK, Canada, and Japan, all focused on those same Design Principles. Despite time differences, and without any travel or in-person workshops due to the Covid pandemic, the team collaborated successfully throughout the two-year transformation and delivered on the goals of the engagement.

## Personal Initiative

### Khushbu Solanki

Pharming Group N.V. and affiliates

Khushbu is why Pharming will have a cost-effective/user-friendly/customized CLM. She was instrumental in fostering trust/cooperation with internal/external stakeholders by making it a company project instead of a department one. Legal/external stakeholders

appreciate seamless contract negotiation/signature/storage. It's even more impressive that this is Khushbu's first time implementing a system; there were tight budget constraints; and that, for most of the implementation, the team was just two people of which Khushbu was one. Ruud van Outersterp, Chief Ethics and Compliance Officer: "It really looks great, and I think it's a huge step forward, and it will bring us so much more efficiency!"

### **Cameron LaDuke**

#### [Intel Corporation](#)

Cameron LaDuke developed a statistical model that places expected monetary value on legal terms. The model facilitates greater collaboration and coordination between legal and commercial negotiators, data-informed decision making, and reduced approval and negotiation cycle times. Cameron, a former practicing attorney, enrolled in multiple professional courses and engaged in additional research to expand his skillset and training beyond the law so that he could enable his commercial and legal teammates to more effectively work together to produce better and faster decisions regarding contract negotiations.

### **Colin Levy**

#### [Malbek](#)

Colin has accomplished two major initiatives at Malbek. 1) Alongside the Malbek contracting solution, he also has single-handedly developed and introduced revised and robust cross-functional commercial review and assurance processes which have not only helped reduce commercial risk across the Malbek enterprise, but has also led to shorter and more productive contract cycles and the signing of some of the largest deals in Malbek's history. 2) He has established an interactive and engaging training program for new sales team members on selling to legal tech buyers, a program he has honed through its use by him at prior companies he has worked for.

## **Delivering Social and Economic Benefit**

### **José A Toriello M**

#### [Red de Firmas](#)

The Contract Heroes podcast is designed to help organizations find the perfect Contract Management tool.

Each episode features a different perspective from a guest on how every organization can benefit from building better commercial relationships with vendors and customers by implementing a good contracting process.

Pepe Toriello and Marc Doucette talk with innovators with long experience in contract management. How can a company with no CM process implemented take a first step, how to manage relationships with vendors or clients when things go wrong and where technology, such as CLM, can be more useful.

## **The Secret to Changing Your Negotiation Mindset for a Triple Win**

[Center for SMARTnership Negotiation](#)

When two major companies revolutionized their approach and mindset in their collaboration, they were able to optimize the impacts of negotiation.

The new way involved building trust through streamlining information exchange while identifying potential NegoEconomic advantages that could lead towards an agreement; it also helped them spot key variables before striking a deal, all while reducing negative climate impacts.

## **Delino**

[Delino](#)

Delino is a smart contract risk management solution designed specifically for small businesses to assess, monitor and mitigate across a broad set of risks.

Leveraging AI, Delino allows business owners to identify contract risks and provides actionable insights to help make better decisions that drive outcomes, fueling their ability to thrive in competitive markets and live 5 years and beyond. For more information, visit [www.delino.io](http://www.delino.io)