



Shortlist Submission Summaries AMERICAS

Strategic Achievement

Shifting Legal Left

[Siemens Industry Software Inc.](#)

When Siemens Digital Industries Software set highly ambitious goals to transition customers from on-premises software to cloud-based solutions, the organization and operations at the time were not setup to manage a ‘tsunami’ of contract replacements on a global scale, nor to convince customers to move to the cloud. Within months, three global initiatives by the legal team helped to secure success for the company by moving tasks to earlier steps in the contracting lifecycle and by providing proactive legal advice leveraging the power of design-thinking and legal tech.

Strategic Achievement: turning ArcelorMittal’s Legal team into an enterprise-wide business partner

[ArcelorMittal Brazil](#)

ArcelorMittal is the largest steel producer in Brazil and one of the largest producers in the mining segment in the world. However, their Legal team was sometimes seen as misaligned with business needs and was called to improve the relationship with Business areas, making their work more strategic. In 2018, they partnered with netLex, a CLM software startup. Bringing automation and focusing on a strong partnership, they increased their capacity to receive and manage requests with excellent quality and unparalleled agility. The results soon improved the Legal team’s impact on the business, as perceived by internal clients and executive management.

Easy Contract

[Villa - Visual Law Studio](#)

Villa's Easy Contract streamlined TIM's 500-page contract, simplifying it into a concise, two-page document. Through collaboration with the client's legal team, they incorporated hyperlinks and QR codes for customization. The initiative improved comprehension, reduced blind signing, and showcased the company's commitment to innovation and consumer-centric communication. This strategic achievement enhanced the company's reputation for accessible and transparent contracts, resulting in increased engagement and consumer trust. Villa's four-month project exemplifies its ability to overcome challenges and deliver measurable improvements, aligning with organizational goals and objectives.

Operational Improvement

NextGen Manage myContracts

[Accenture](#)

Facing increased volumes, multiple sources of truth, duplication of effort and administrative tasks, we developed Manage myContracts (MMC), a shared application for managing Contracts & Commercial Health, Risks, Deliverables, Missed Revenue and other contract commitments, aimed at automating and eliminating administrative tasks through tool integration, leveraging data, sharing the process of managing contracts, making it more efficient, consistent, and unlocking value. MMC's interrelated capabilities enable a CM service for managing contracts across Legal, Finance, Delivery and Enterprise reporting, improve innovation, CM value (to business), enhance processes and improved collaboration.

Turning Contract Intelligence into Action

[NetApp, Inc.](#)

The legal department at NetApp, a global technology company, wanted to accelerate the speed of the business it supported.

NetApp collaborated with KP Labs to unlock better, faster, more sophisticated ways of analyzing contracts and then using workflow automation to take action on the output of that analysis. The solution integrated AI powered contract analytics by Evisort and workflow automation by TAP, a Mitrataech product.

To date, the solution has been used on four complex contracts-based projects, dramatically reducing manual effort and cost, accelerating turnaround time, delivering consistently high quality, and making large projects more predictable.

Contract Modernization Initiative (CMI)

Government of Canada - Public Services and Procurement (PSPC)

The Government of Canada issued a Ministerial mandate to modernize procurement practices and develop government-wide initiatives to increase diversity of bidders on government contracts. Our Contract Modernization Initiative (CMI) has been one way to help do this. Solicitation/contract clauses have been simplified for ease of understanding, a Word AddIn assembly tool has standardized the core clauses, provided alternatives to meet deal specifics and sector requirements, and custom guidance aides in training new POs. Review/Report tools will aide in Management oversight. The CMI project represents a massive shift in government procurement practices/content from that of the past 30 years.

Outstanding Cooperation & Collaboration

Supplier's organization name:

[Knowable - The Executed Agreements Company™](#)

Customer's organization name:

[PayPal](#)

PayPal Legal Operation's team had a vision to change the conversation around contracts. They knew the value of harnessing the wealth of data in our contracts but needed a partner to help extract that. They started with a cumbersome process with limited data accuracy where even the simplest question about a contract was hard to answer, and now have a process that truly gets the Legal team and key stakeholders excited about contract data and can answer even the most complex question quickly. Partnering with Knowable, PayPal built a comprehensive Contract System of Record that delivered ecstatic business and legal users, major improvements in operational efficiency, profit, and risk management, and millions in ROI.

Supplier's organization name:

[netLex Tecnologia LTDA](#)

Customer's organization name:

[iFood](#)

iFood is the biggest Foodtech in Latin America, using technology to deliver more than 65 million meals monthly. In 2022, they partnered with netLex, the Brazilian leading Legaltech in open innovation, to implement a Contract Lifecycle Management software and reach the common goal of empowering the Legal team's internal clients/end-users. With a strong collaboration, many challenges were overcome by innovative approaches jointly developed, focusing on communication and flexibility. As a result, netLex has adopted several new approaches to project management, and iFood's Legal team and internal clients can now leverage automatization, integration and data intelligence in their contract's lifecycle.

Delivering Social & Economic Benefit

"Tianguis Digital" Transactional System of Public Procurement

Digital Agency of Public Innovation

Tianguis Digital is the electronic public procurement platform of the Mexico City Government to plan, conduct and monitor public procurement procedures in an open and transparent manner, and ensure that the resources are properly invested. It procures adherence to the main international standards in terms of government openness, open data, transparency and participation.

It is composed of modules that address critical stages in the complete cycle of public procurement under the Mexican regulatory framework; it currently has 9 public modules and 5 underway to be public.

For the development of Tianguis Digital, priority will be given to the use of free software and open source licenses.

Sustainable Procurement

SNC-Lavalin

It is with pleasure that we submit on behalf of SNC-Lavalin this nomination package celebrating the accomplishments of our Sustainable Procurement Team.

The efforts of this team represent the mission of SNC-Lavalin in building a better future for our planet and its communities. In the spirit of SNCL and World Commerce and Contracting we strive to building many types of value for our firm and those whose lives we touch through collaboration, communication and innovation.

Loft's NDA

Villa - Visual Law Studio

Villa's initiative addresses the challenge of creating an accessible and user-friendly NDA for Loft, a company dealing with sensitive information. The goal is to design a document that is easy to navigate and understand, catering to users with varying levels of literacy. Villa's approach involves applying legal design principles with a focus on accessibility. The outcome is a redesigned NDA that incorporates information design and legal design, resulting in a more transparent, straightforward, and accessible agreement. This initiative showcases Villa's commitment to enhancing contract practices for social and economic benefit, prioritizing people and the planet over profit.