Can we contract more efficiently?

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For our discussion today....

01 Brief Introduction

02 Current challenges

03 The price of inaction

04 What can we do?

05 What could the future look like?
01 A brief introduction

A bit about me...
A bit about me...
A broken process...

Cash and time consuming, largely because of one-sided contracts.

Adversarial approach to contract negotiations, which damages goodwill.

Internal clients are becoming increasingly frustrated with lawyers.

The process is becoming boring.

Unsustainable hours, due to excessive deal cycle times.

Can we each really claim to be “acting in our clients’ best interests” in continuing with this broken process?
Broken processes never survive indefinitely

“if you don’t cannibalise yourself, someone else will...”
Wouldn’t it be great if we could enable...

- Quicker deal cycles, and more sustainable working practices.
- Lower external legal / advisor costs for businesses.
- Less time to be spent in relationship-damaging posturing.
- More attention to be given to the commercials of the deal.
- Lawyers to move further up the value chain.
Some suggestions, for discussions

1. Adopt a principles-based negotiation strategy

2. Focussed on solving business problems

3. Commit to being “unconditionally constructive”

4. Revisit our internal templates

5. Lead the disruption ourselves

6. Move further up the value-chain
Thank you for your time