

# USE CASES FOR LAW FIRMS

---

MARCH 2021



## 4 WAYS THAT DELLA CAN HELP LAW FIRMS

### About Della

#### We help law firms quickly answer questions about their contracts

Della is a contract review software which allows lawyers effectively manage their workload. This means businesses and law firms can focus more time on legal work not paperwork.

At the core of Della is the ability to define your own checklists to review contracts. Checklists simplify, reduce risk and speed up manual processes.

Thanks to its innovative use of AI, Della will answer the questions from your checklists, and continuously learns from user corrections to accelerate the process even more.



#### Lease Review

Faster and more accurate lease review



#### Due Diligence

Accelerate contract review and detect potential red flags



#### Compliance

Check agreements using your internal policy checklists



#### Cross-border Deals

Ability to review documents in multiple languages



## 4 WAYS THAT DELLA CAN HELP LAW FIRMS

### USE CASE 1

## Real estate lease review

**1-3 hours**

on average for manual review

**Customised reports**

Short form and long form reports



### THE CHALLENGE

## Time consuming lease review

- Leases tend to be very lengthy and data heavy documents and reviewing them properly can take between 1 to 3 hours.
- Junior lawyers and paralegals spend hours manually reviewing documentation which also involves copying and pasting as well as formatting information into report templates.
- This process is naturally prone to individual interpretation and human error and it is difficult to audit and supervise properly.
- Clients like to request custom reports which are often a summary of the leases and highlight the key information which is even more time consuming and costly.

### THE SOLUTION

## How Della helps

The use of Della can significantly shorten the time it takes to review leases and create customised reports, typically saving between **50 to 70%** of lawyers' time.

Current AI solutions focus on extracting clauses which means you still need to spend time interpreting what these clauses mean in order to create a report. With Della's **logical Q&A functionality** via a checklist you get the answers you need immediately, removing the need to interpret clauses, and export those answers directly into a report.

You can also easily **link addendums** by asking specific questions in Della.



## 4 WAYS THAT DELLA CAN HELP LAW FIRMS

### USE CASE 2

# Multijurisdictional M&A Due Diligence

**1,000+ contracts**

finance, real estate and regulatory

**Diverse reports**

templates and different jurisdictions



### THE CHALLENGE

## Complex reviews make red flags difficult to spot

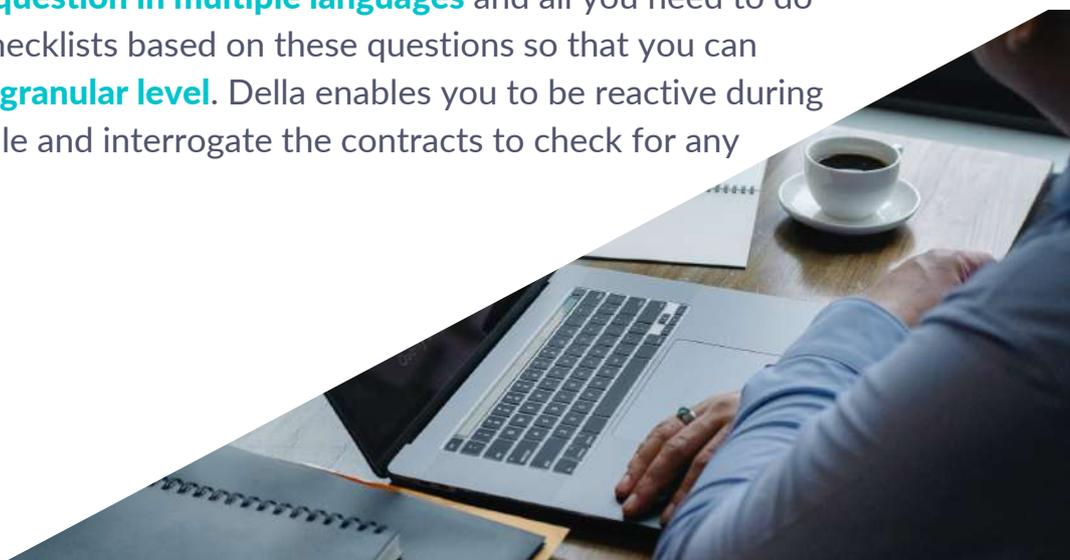
- Finding similar data points like ‘change of control’ ‘assignment’ or ‘termination’ across thousands of legal documents is very difficult and significantly time consuming.
- Additionally, multijurisdictional deals often involve numerous general councils, different languages and regulations adding to the complexity.
- Lawyers working in different jurisdictions use their own distinctive reporting templates that are difficult to compare and reconcile.
- It is difficult to effectively pull data from numerous templates and flag the most crucial data points meaning important clauses might be overlooked.
- As a result, red flags are difficult to spot and M&A deals take a long time to get signed.

### THE SOLUTION

## How Della helps

Della can support the review process of M&A Due Diligence in one centralised system by analysing data points across **multiple documents, regardless of the jurisdiction, language and type of legal document.**

Della enables you to **ask a question in multiple languages** and all you need to do is type it. You can create checklists based on these questions so that you can **detect red flags on a more granular level.** Della enables you to be reactive during the representations schedule and interrogate the contracts to check for any additional red flags.



## 4 WAYS THAT DELLA CAN HELP LAW FIRMS

## USE CASE 3

## Compliance with GDPR

### Complexity

Complex and changing regulations

### Diversely applicable

Across various legal documents



## THE CHALLENGE

### Difficulty verifying client compliance

- Data privacy law is complex, with many new and changing laws making it difficult for law firms to verify that all clients are compliant. The Schrems II decision to strike privacy shield is a great example with a lot of client contracts left in limbo.
- Personal data protection obligations can be found in multiple types of documents, not just Data Processing Agreement (DPA) but also in Master Service Agreement (MSA), but the wording of the clauses often differ adding to the complexity.

## THE SOLUTION

### How Della helps

With Della, you can **create and reuse one checklist** for multiple types of contracts to verify GDPR compliance. Della makes it easier and faster to **detect legal documents that are non GDPR-compliant**.



---

## 4 WAYS THAT DELLA CAN HELP LAW FIRMS

### USE CASE 4

## Cross-border Deals

### Various audits

Employment, post-merger integration and regulatory compliance

### Multiple languages

As well as jurisdictions



### THE CHALLENGE

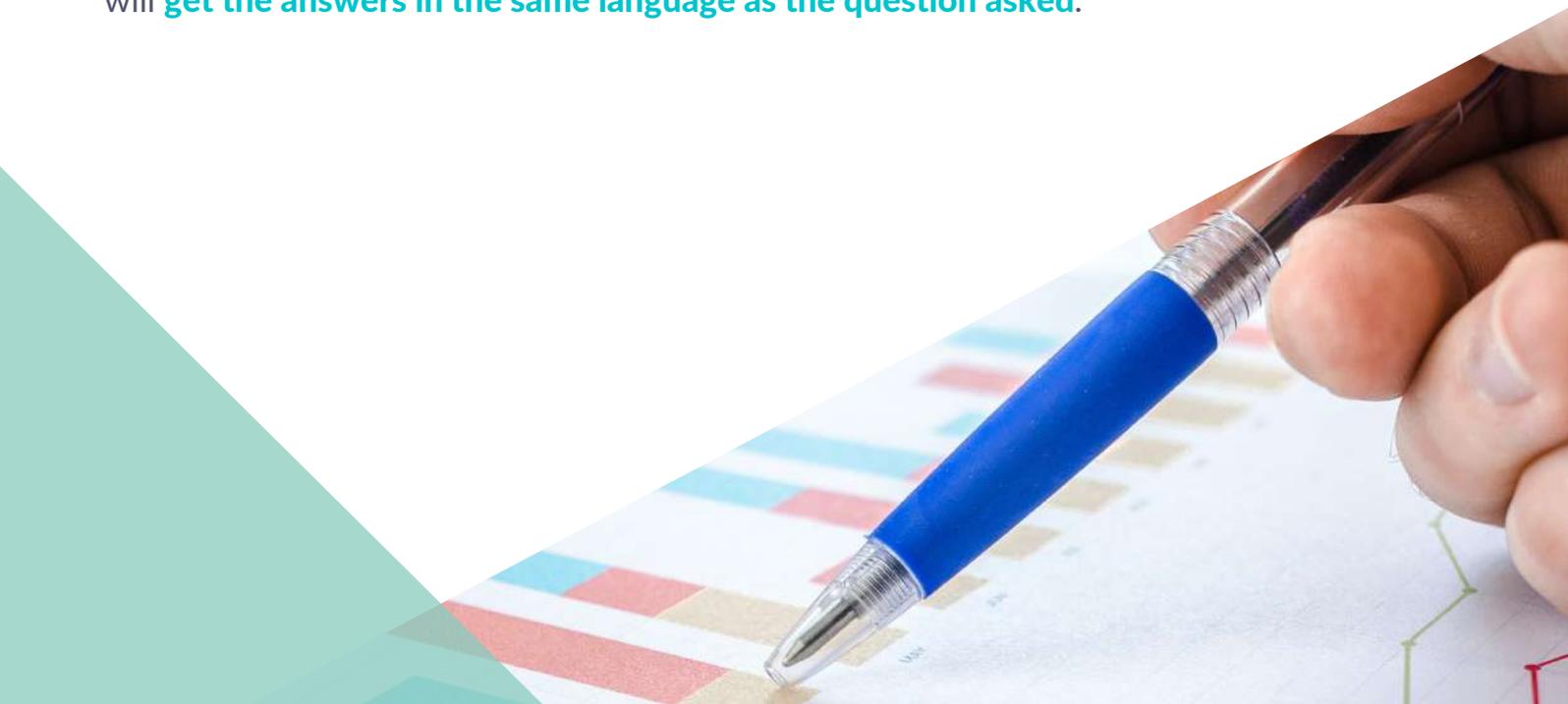
## Complex documents in dozens of different languages

- Numerous local councils involved in the deals which can result in contracts getting lost in translation and difficulty in compiling documentation.

### THE SOLUTION

## How Della helps

**Della's unique translation feature** will overcome translation challenges by allowing teams to upload documents in one language, and **ask a checklist of questions of that document in another language** and most significantly, you will **get the answers in the same language as the question asked.**



## 4 WAYS THAT DELLA CAN HELP LAW FIRMS

### Why Della?



#### Easy to use

Anyone can use Della, no technical skills required



#### Built-in analytics

Della provides clear and consistent answers to questions about any legal document



#### Multiple languages

Della can analyse documents in English, French, Swedish and the list is growing.



#### Market standards

Select from 20+ checklists for specific document types, for example Commercial Leases, M&A and DD, or create your own.



#### Review status

You can add multiple users to a project and monitor review status/progress in real-time



#### Advanced reporting

Della provides instant and bespoke reporting capabilities.



Della is a legal tech startup which accelerates the review of any contract whilst retaining traceability and reporting capabilities