

# USE CASES FOR LEGAL DEPARTMENTS

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APRIL 2021



## About Della

### We help legal departments quickly answer questions about their contracts

Della is a contract review software which allows legal departments to 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.



#### Cost efficiency pressure

Relieve time pressure and increase efficiency



#### Regulatory risk

Stay up to date with regulatory changes with ease



#### Multijurisdiction deals

Reduce need to outsource to foreign counsel with Della's translation capability



## USE CASE 1

# Cost efficiency pressure



## THE CHALLENGE

## Increasing costs for outsourcing specialists

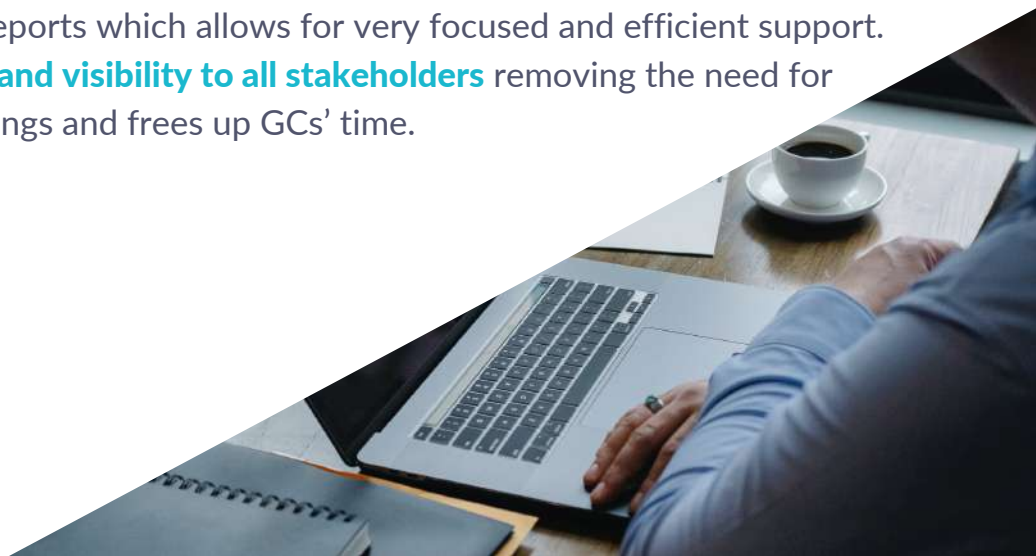
- General counsels who are generalists and not specialists in all professions often need to outsource to other specialised firms at much higher cost.
- Chief Finance Officers are relentlessly seeking savings, year on year. They therefore, task all functional leaders to be more forensic and validate all spending.
- Meanwhile, law firm rates are rising and, as a result, in-house teams are required to be much more self-reliant and become even more generalist.
- Internal clients want immediate answers.

## THE SOLUTION

## How Della helps

The Della Platform is **easy to use by general counsels** because it requires you to have legal, rather than technical, knowledge. General Councils can find answers to questions across different types of documents quickly. They can reuse the same checklist and Della's translation capability to **relieve time pressure and increase efficiency**.

With Della, you can **assign tasks to internal stakeholders**, share highly detailed or very specific reports i.e. red flag reports which allows for very focused and efficient support. Della provides **transparency and visibility to all stakeholders** removing the need for frequent status update meetings and frees up GCs' time.



## USE CASE 2

# Regulatory risk



## THE CHALLENGE

## Business uncertainty, exacerbated by Brexit

- In-house lawyers today face significant challenges with increased regulatory risk, such as GDPR and business uncertainty, which has been exacerbated by Brexit.
- They regularly face many new complex and overlapping regulatory and compliance questions.
- Boards are more aware of compliance hazards and require new plans to secure legal sign-off. This puts pressure on lawyers to quickly assess risk and develop solutions to move ahead.
- There is a push for quicker assessment of irregularities and anomalies in contracts.
- Massive amount of data to evaluate on a regular basis to detect incompliance against the most up to date regulatory requirements.

## THE SOLUTION

## How Della helps

With the Della Platform, you can **apply the same checklist of questions on different document types**, i.e. looking for Libor related references in any type of documents. It's **easy to add regulatory changes to new or existing checklists** that you can save and apply immediately on new sets of documents as well as on historical batches to **look for missing references to most up to date regulations**.



## USE CASE 3

## Multijurisdiction operations and deals



## THE CHALLENGE

### Difficulty navigating new markets and securing cross-border deals

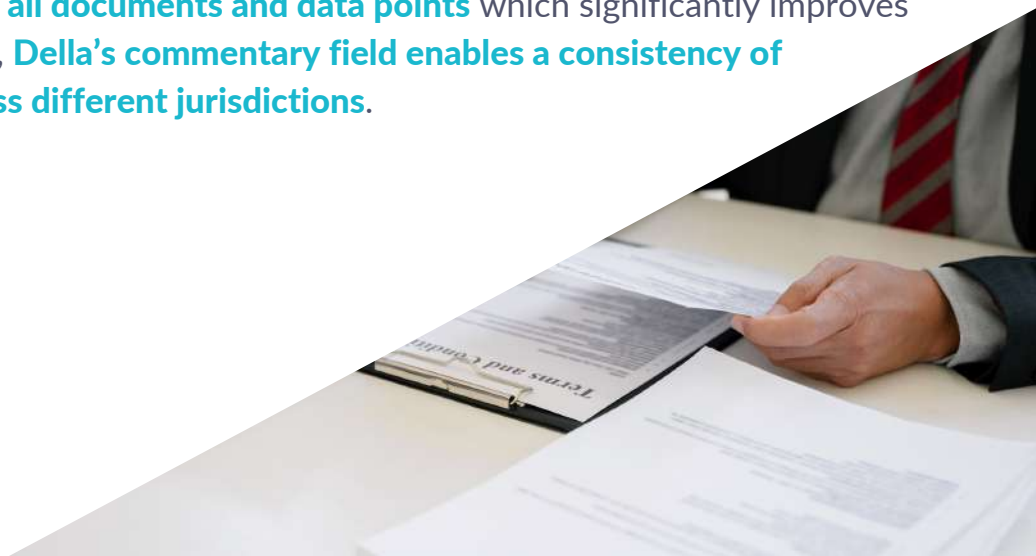
- As company leaders seek out new revenues and enter many new markets, either through cross-border sales efforts or expanded operations, lawyers who are trained in one jurisdiction are expected to navigate all those foreign frameworks and still manage counterparty risks.
- Post-merger review and application of standard terms across large batches of documents.
- Legal departments struggle with normalisation and consistency of terms.

## THE SOLUTION

### How Della helps

**Della's translation feature** enables users to ask questions in English and get answers in English regardless of the language of the document itself. This means that GCs can quickly review and analyse documents without the need or **significantly reduce the need to outsource to foreign counsel.**

Once documents have been uploaded and checklists created, **Della's project dashboard provides a bird's eye view of all documents and data points** which significantly improves matter scoping. Furthermore, **Della's commentary field enables a consistency of language and approach across different jurisdictions.**



# 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, Chinese 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



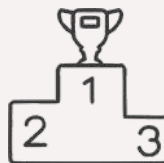
## Advanced reporting

Della provides instant and bespoke reporting capabilities



## Risk mitigation

Apply new compliance terms and regulations across new and historic documents using pre-set checklists quickly



## Competitive advantage

Many clients request AI tech to be used on deals and negotiations



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