

Case Study

CYBERSECURITY LEADER ACHIEVES SWIFT DUE DILIGENCE SUCCESS WITH LEGALPEOPLE

THE CHALLENGE

A global technology company with \$2.97 billion in annual revenue sought assistance with a critical contract migration and analysis project affecting their top 1,500 direct customers and partners.

The client had recently migrated their contract repository to DocuSign but struggled with low user adoption rates and incomplete contract data.



Critical agreements were missing from the system, requiring extensive gap analysis to locate and recover them.



The company faced a tight 2-month deadline to complete a detailed review of all in-scope agreements with a high level of accuracy.



They needed to ensure their contract data was complete and reliable enough to support effective business operations and risk management.

THE SOLUTION

Legalpeople's Contracts Analysis Group deployed a comprehensive contract review and implementation support engagement. The team reviewed and analyzed over 1,500 customer and partner agreements.

1

The team conducted gap analysis to identify and locate missing contracts while coordinating closely with the client's contract managers to **ensure complete coverage**.

2

To maintain quality and alignment throughout the project, the team implemented Playbooks for consistency, maintained a Decisions Log for substantive questions, and provided regular sample deliverables to the client. Frequent check-ins kept communication flowing, with **continuous updates on project status** and **proactive flagging of any risks or issues**.

3

When the scope expanded to include foreign language contract review, the team **adapted quickly**, extending the timeline from 2 months to 4 months while **maintaining the same high-quality standards** throughout the engagement.

THE RESULTS

98%

ACCURACY
RATE

The project delivered exceptional results, achieving a 98.5% accuracy rate based on client sampling. The team successfully processed all in-scope agreements, including foreign language contracts, meeting the complex review requirements the client demanded.

Client satisfaction was outstanding, with a 10/10 rating on the post-project survey. The deliverables provided the client with complete, accurate contract data that enabled effective adoption of their CLM system and established a strong foundation for improved contract management processes going forward.

10/10

CLIENT
RATING

The engagement was completed successfully within the adjusted timeline, equipping the client with reliable contract data to support their business operations and providing a framework for ongoing contract lifecycle management.

This engagement demonstrates Legalpeople's ability to handle complex, time-sensitive contract analysis projects while maintaining exceptional quality standards and adapting to evolving client needs.