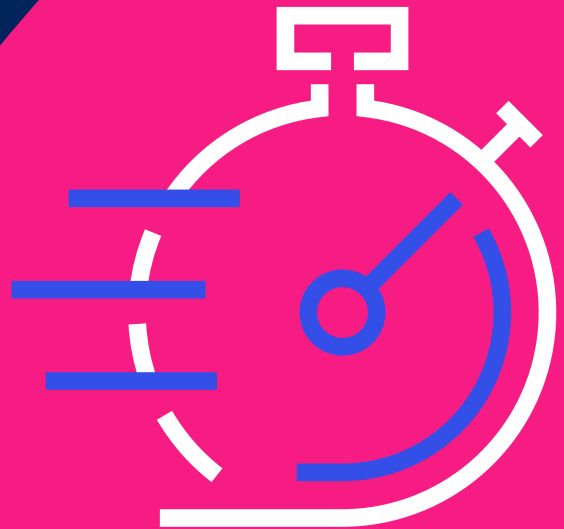




Why deep automation is a big deal for banking and finance lawyers

Our customers produce high quality first drafts of complex facilities agreements in under two hours, including ancillaries.



The more complex the matter, the greater the impact of deep automation

Banking and finance precedents are an ideal fit for automation.

Deep automation allows banking and finance lawyers to deal with increased workload and pricing pressures by taking days out of the drafting process, thereby increasing capacity and freeing up time to focus on the parts of the deal that really make a difference.

Clarilis has been automating complex suites of banking and finance documents for years, including facilities agreements of all types, security packs, legal opinions, and intercreditor agreements, for leading firms such as Addleshaw Goddard, Browne Jacobson, Burges Salmon, Burness Paull, Mills & Reeve, Stephenson Harwood, TLT, and Travers Smith. Clarilis has extensive experience in automating Loan Market Association* (“LMA”) precedents and can rapidly automate and deploy a wide range of your firm’s LMA facilities and security agreements. This includes automating your firm’s custom content and additional precedents as well as introducing optionality such as bilateralisation and single facility options.

Many firms use Clarilis to automate facilities agreements, often based on LMA precedents*:

- Clarilis has extensive experience in automating LMA precedents* and can rapidly automate and deploy a wide range of LMA facilities and security agreements.
- Clarilis PSLs can suggest drafting for common adaptations of LMA documentation, for example to account for bilateralisation and single facility options - and can include that drafting in your automation.
- Clarilis can add your firm's own drafting and additional precedents to LMA based automations, including security packs, legal opinions, and intercreditor agreements.

Significant fee earner time and resource is still being wasted on mechanical and routine document creation, particularly when drafting the long and complex documentation required for leveraged finance (“LFA”) and real estate finance (“REF”) transactions.

Clarilis is referred to as 'game changing' by law firms, because of its unique ability to deliver deep automations that drive huge savings in complex banking scenarios. Law firms using Clarilis are creating high quality first drafts of **leveraged and real estate facilities agreements** in under two hours - days quicker than their competitors. This enables them to expand capacity, improve margins, delegate to more junior lawyers in a risk mitigated environment, grow market share, and aid recruitment and retention.

Many banking and finance lawyers are struggling to deliver high-quality first drafts of complex documents quickly and accurately in-line with client demand whilst still maintaining a work/life balance. Yet others have already addressed these issues, including Addleshaw Goddard.

“Addleshaw Goddard have addressed three key issues with (Clarilis) deep automation. **Capacity** has improved – we were spending too long and working too hard on first drafts when we didn't need to. Increasing client demand for **innovation** and **agility** has been met and maximum value is derived from fixed price work.”



Richard Oman
Global Finance Partner
Addleshaw Goddard



Using deep automation to drive efficiency and increase margins

Using deep automation to automate manual, repetitive processes allows firms to improve margins and reduce the cost of delivery. What's more, matters can be handled faster, using far fewer fee earner hours. This results in increased capacity as fee earners are able to optimise their time. Ultimately, a shift to more valuable work means firms realise higher revenue per lawyer.

“We have worked with Clarilis to automate a **wide spectrum of documents** including some particularly complex ones. An example would be our legal opinions, which contain a vast number of opinions and permutations: the simplicity of the questionnaire that Clarilis was able to create belies the complexity of the automation which sits behind it. This has made a **huge difference to the team** and allows the fee earners to focus on providing legal advice rather than becoming bogged down in a repetitive drafting task.”



Jill Moore
Counsel for Risk
Burness Paull



Get first drafts out faster

The Clarilis platform uses a highly structured data model to enable entire suites of complex documents to be drafted from a single questionnaire. Drafting with Clarilis is, on average, 90% faster than manual drafting, even for complex documents. This enables lawyers to create high quality first drafts of leveraged and real estate facilities agreements in under two hours. As key information has already been entered when drafting the main document, ancillary documents can be produced almost instantly – a near 100% time saving. Fee earners are freed up to work on higher value activities. This highly structured approach also has the flexibility to evolve with the underlying precedents and the changing needs of the users over time.

“Clarilis’ automations have had the most demonstrable benefits in terms of **time and money saving**. Working with their technology has significantly reduced the cost of first draft production. We’ve been **very impressed** with Clarilis, as their solution has enabled our people to spend more time on **higher value generating work** and has proven beneficial to both clients and lawyers.”



Chris Taylor
Corporate Partner
Addleshaw Godddard

90%

**Reduction in time to
achieve a first draft
when using intelligent
drafting technology**



Risk-mitigated delegation

Humans are fallible, especially when working long hours and operating under significant time pressure – as is often the case with lawyers. The Clarilis platform captures best practice and reduces the risk of human error, ensuring law firms draft accurate and high-quality documentation time and time again. This consistency, combined with extensive built in guidance and verification within the Clarilis questionnaire, means that drafting can be delegated to more junior lawyers, freeing up senior resource to add greater value to transactions overall.

The impact on supervision is also material; Clarilis enables faster review of first drafts, typically reducing the review time of a senior lawyer by 50%.

“Clarilis takes a day out of the drafting process for the first draft of a facility agreement so we can now **focus** on the parts that actually make the difference to the deal, rather than spending huge amounts of time simply getting to a starting point. But it’s also about **accuracy** and **risk mitigation**.”



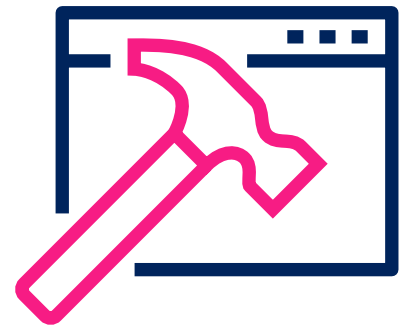
Richard Oman
Banking and Finance Partner
Addleshaw Goddard

Removing the implementation and maintenance headache

Clarilis' managed service approach means firms don't have to build and manage their own automations or an internal team. Many law firms do not have the time or resources to design, implement and maintain complex automations within reasonable timelines. Even if they do have internal skills and resources, they are typically over utilised automating simpler documents. If you manage to get to the front of their queue then it typically takes a year or so to build out a complex banking automation, especially if you want to save enough time to actually make it worth using. With such huge projects, many start and few finish.

A licence of the Clarilis platform includes a fully managed, PSL-led automation service. Our team of experienced innovation PSLs work with you to design an automation to enable your transactional lawyers to quickly and accurately enter the heads of terms level information required to generate the entire suite of documents for a given matter. We then build, test, and deliver the automation for you - all at a fixed price and to fixed timescales.

Our Banking and Finance PSLs have worked extensively with LMA based* templates. We can rapidly automate and deploy a wide range of facilities and security agreements for use in your practice within weeks – including client specific drafting.



Maintenance

As anybody who has undertaken a significant automation project will tell you, launching an automation is merely the first step. How do you quickly apply updates, drafting enhancements, any requested guidance updates etc after you've launched? What happens when the LMA issues an update that is relevant to your firm's automation? That is all part of the Clarilis managed service, free and unlimited updates to the questionnaire and automation for the life of your subscription. With regard to the LMA updates*, you are in full control of which updates are implemented and how, but we do all the work for you.

“What we want from our banking PSL is thought leadership. It's the **training elements** – making sure that our annual training program is run and that everybody's up-to-date. We didn't necessarily want them to be distracted from doing that job and being pulled more towards the day-to-day aspects of **managing and updating automations**. We have a close relationship with a Clarilis professional support lawyer who helps with this side of things, so it's not taking up a huge proportion of our PSL's time. This comes from a position of **trust**, based on that PSLs **extensive experience**, which we can also benefit from.”



Rachael Ruane
Banking and Finance partner
Burges Salmon

Improving work / life balance

Deep automation has the ability to impact a firm's bottom line, but also to improve your lawyers' work / life balance.

Fee earners can focus on higher value advisory work, doing more of what they trained for and more of what interests them within legal practice. This provides greater job satisfaction, so that those lawyers are less inclined to move on, can develop more fruitful client relationships, and have more fulfilling careers. We also hear that candidates are now asking about automation and technology at interview stage, there is an expectation that routine and mechanical aspects of drafting are handled by technology.

“We have high retention rates, and this is because we offer a good work / life balance coupled with interesting work. I’ve never believed that repetitive, non-legal tasks are an integral part of the lawyer learning process. We are essentially using Clarilis to free up talent so that their energy can be focused elsewhere, such as keeping on top of legal and market developments to anticipate new arguments and direct the course of commercial negotiations.”



Libby Garvey
Head of Finance
Addleshaw Goddard, Ireland



Are you ready to give your banking and finance practice a competitive edge and your lawyers hours of their working life back?

The banking and finance legal landscape is changing through innovation and LegalTech adoption.



How Clarilis is transforming banking and finance teams:

- Accelerating document drafting times to increase capacity
- Optimising efficiency, to improve margins on fixed / capped fee work
- Releasing senior lawyers to allow focus on more profitable activities
- Supporting remote supervision and mentoring by facilitating new ways of sharing knowledge
- Reducing workload to alleviate lawyer burn-out
- Mitigating risk of error to support delegation of initial drafting to junior lawyers
- Providing a framework to enhance quality and consistency of drafting
- Contributing to recruitment and retention strategies

Now, let us show you

[Book a demo](#)

