



HERBERT  
SMITH  
FREEHILLS

# COMMERCIAL CONTRACTING

END-TO-END SOLUTIONS DESIGNED FOR THE  
DIGITAL AGE

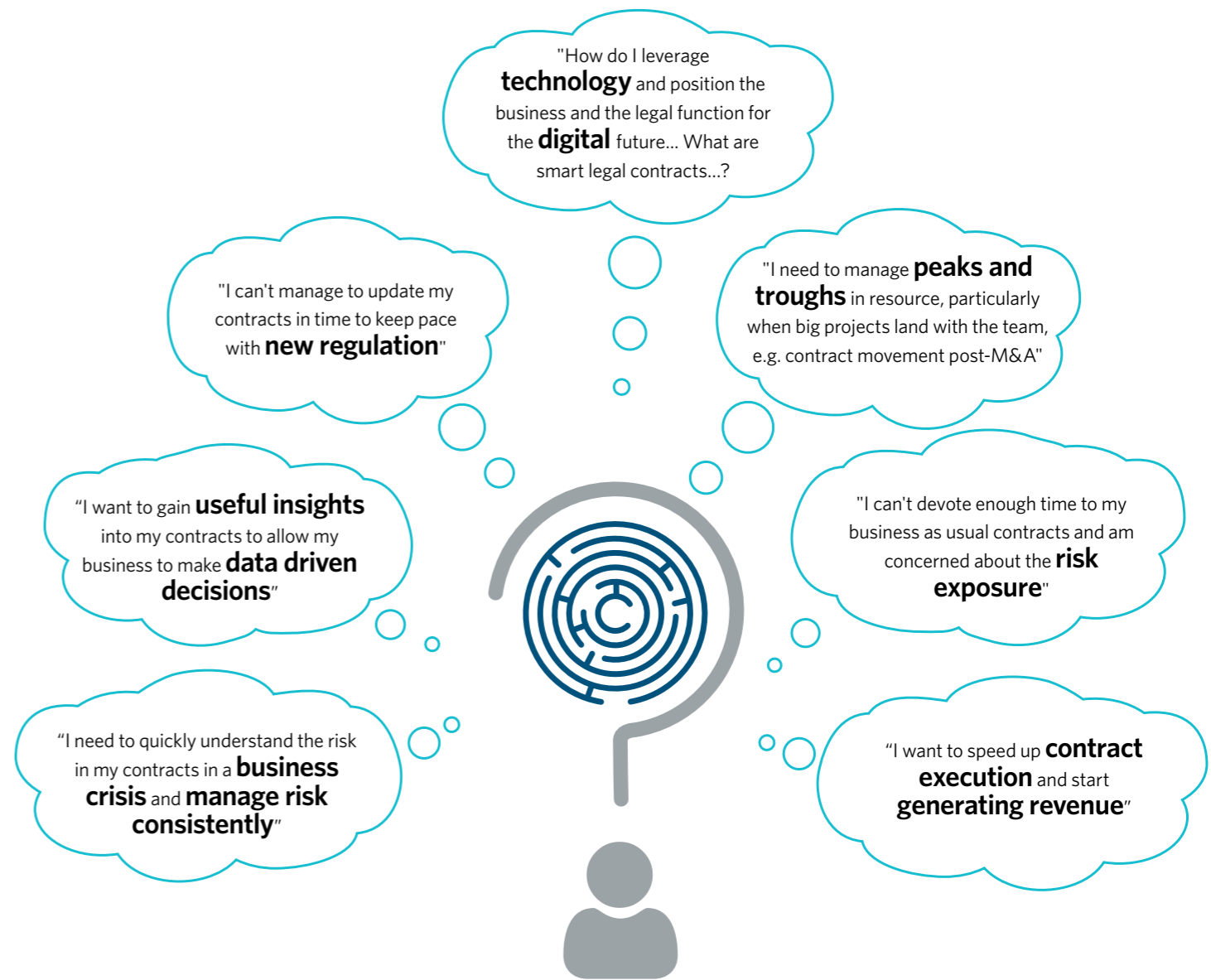




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## Sound familiar?



9.2%

of a company's bottom line is lost through ineffective contract management

(IACCM, 2019)

up to 50%

reduction in contracting cycle times (from initial draft to signature) can be achieved by improving contracting operations

(Law.com, 2018)

up to 40%

of a contract's value could be lost without close contract governance

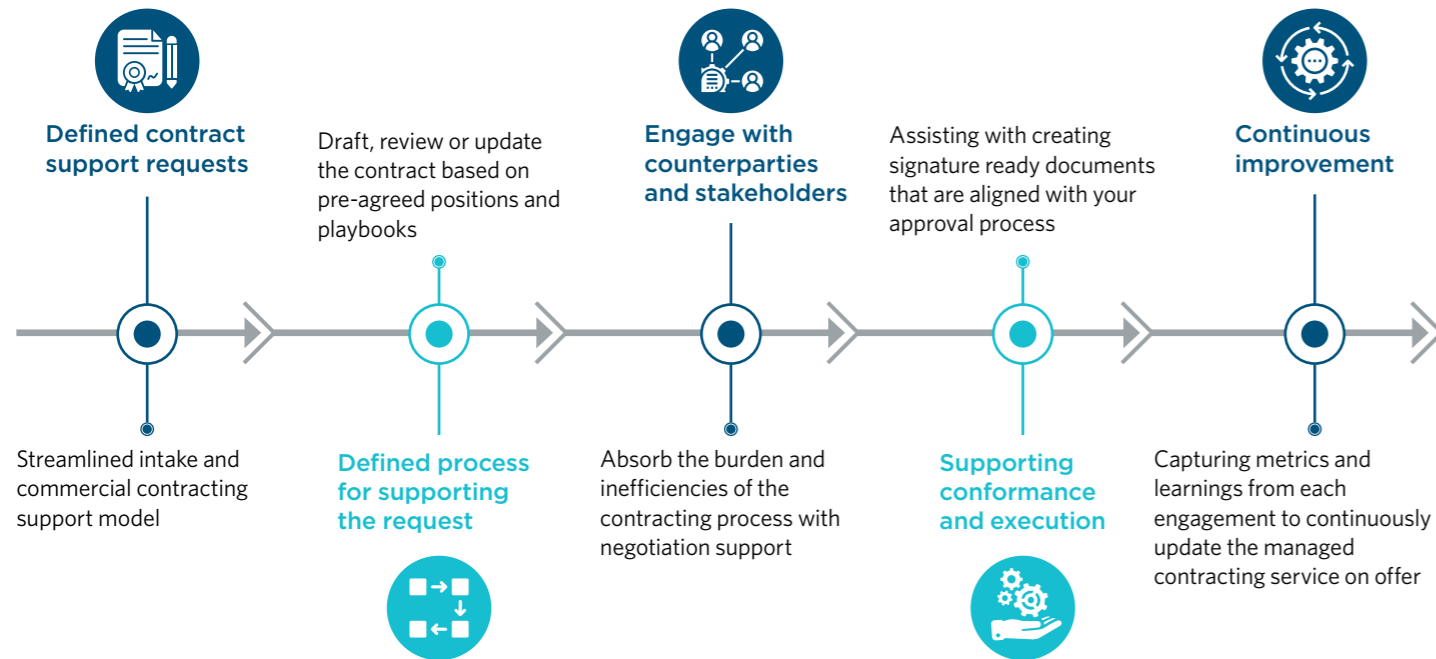
(KPMG outsourcing suppliers survey, 2019)

# Our offering

Our commercial contracts offering includes cost-effective, flexible and tech-enabled solutions which range from supporting on strategic projects and major events, to supporting in-house teams with their business as usual workstreams

## Commercial contracts support

Cost-effective and efficient solutions to help manage your commercial contracts workload (whether as a short term answer to resourcing pressure in your team or on an on-going basis), ranging from low-medium complexity contracts to more complex or negotiated contracts



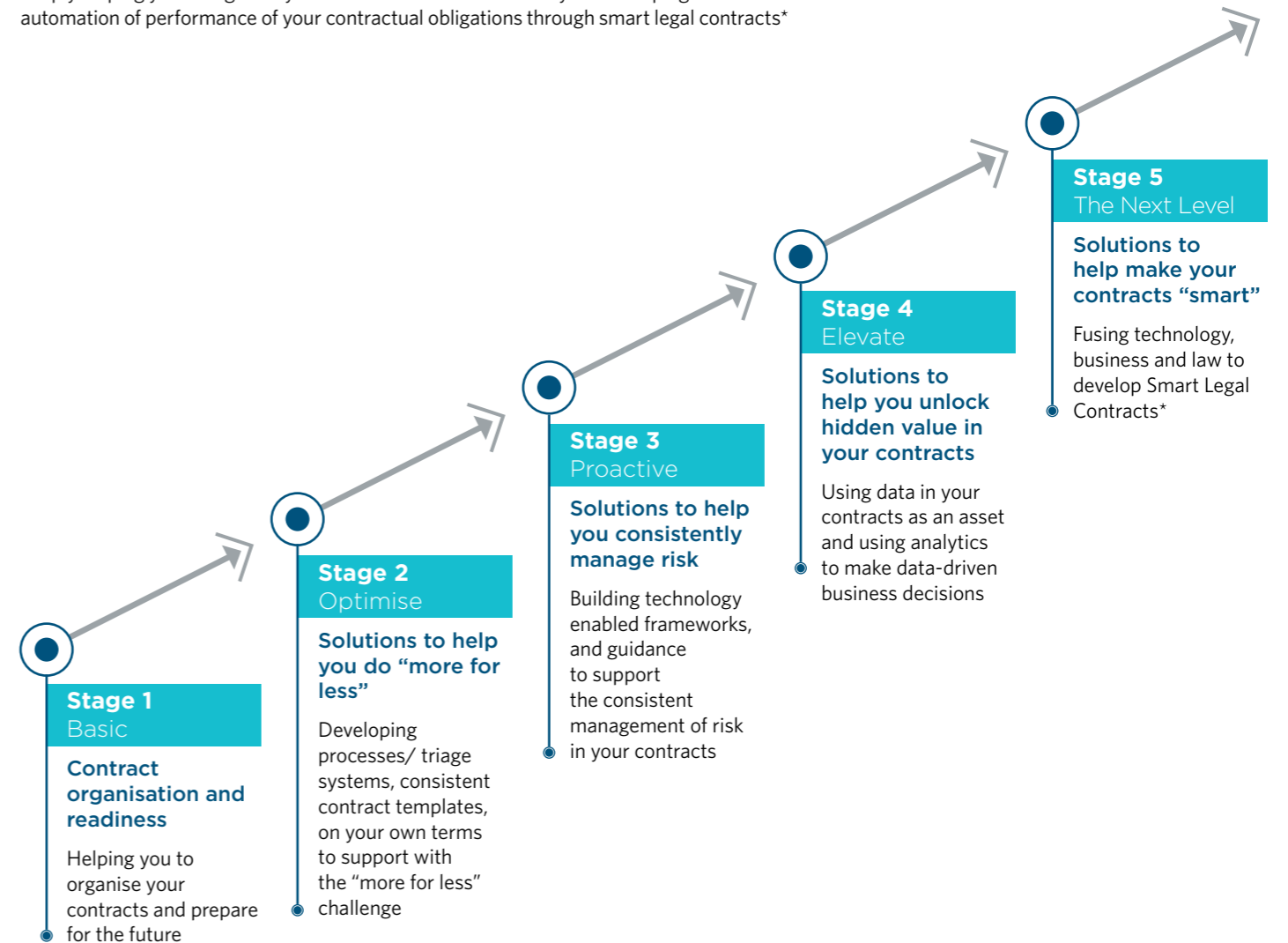
## Support on strategic projects and major events

Responding to your business needs with solutions that work for your objectives, timeframes and budget

- Regulatory Change**
  - Reviewing and remediating/repapering contracts to account for changes in regulatory requirements, e.g. GDPR, IBOR, EBA Guidelines and Brexit repapering
- Crisis Prevention and Management**
  - Advising on contractual protections to ensure your contract can weather a crisis, and when a crisis arises, assessing your options and giving you practical, commercial advice, e.g. force majeure events, security incidents, supply chain disputes
- Due Diligence and Audits**
  - Reviewing your commercial contract portfolio to identify legal and commercial risk, requirements, rights and other useful information, leveraging technology to add value and reduce costs, e.g. review of licences for analysis to understand usage rights
- Compliance Projects**
  - Reviewing and remediating/repapering contracts and internal policies to ensure compliance with legal and regulatory requirements, e.g. review of contract portfolio to check compliance with client's regulatory requirements
- Assessing Supplier Risk**
  - Combining cutting edge technology and legal expertise to identify risk in your existing contracts e.g. in the event of service level failure, breach, early termination
- Commercial Contract Integrations**
  - Supporting with the integration of commercial contracts into the business post-sale or acquisition by engaging with suppliers on novation or assignment

## Future focused contract solutions

We can support you to get the most value out of your commercial contracts, whether that consists of simply helping you to organise your contracts in an efficient way or developing solutions to enable the automation of performance of your contractual obligations through smart legal contracts\*



## Better contract management can result in savings for your business

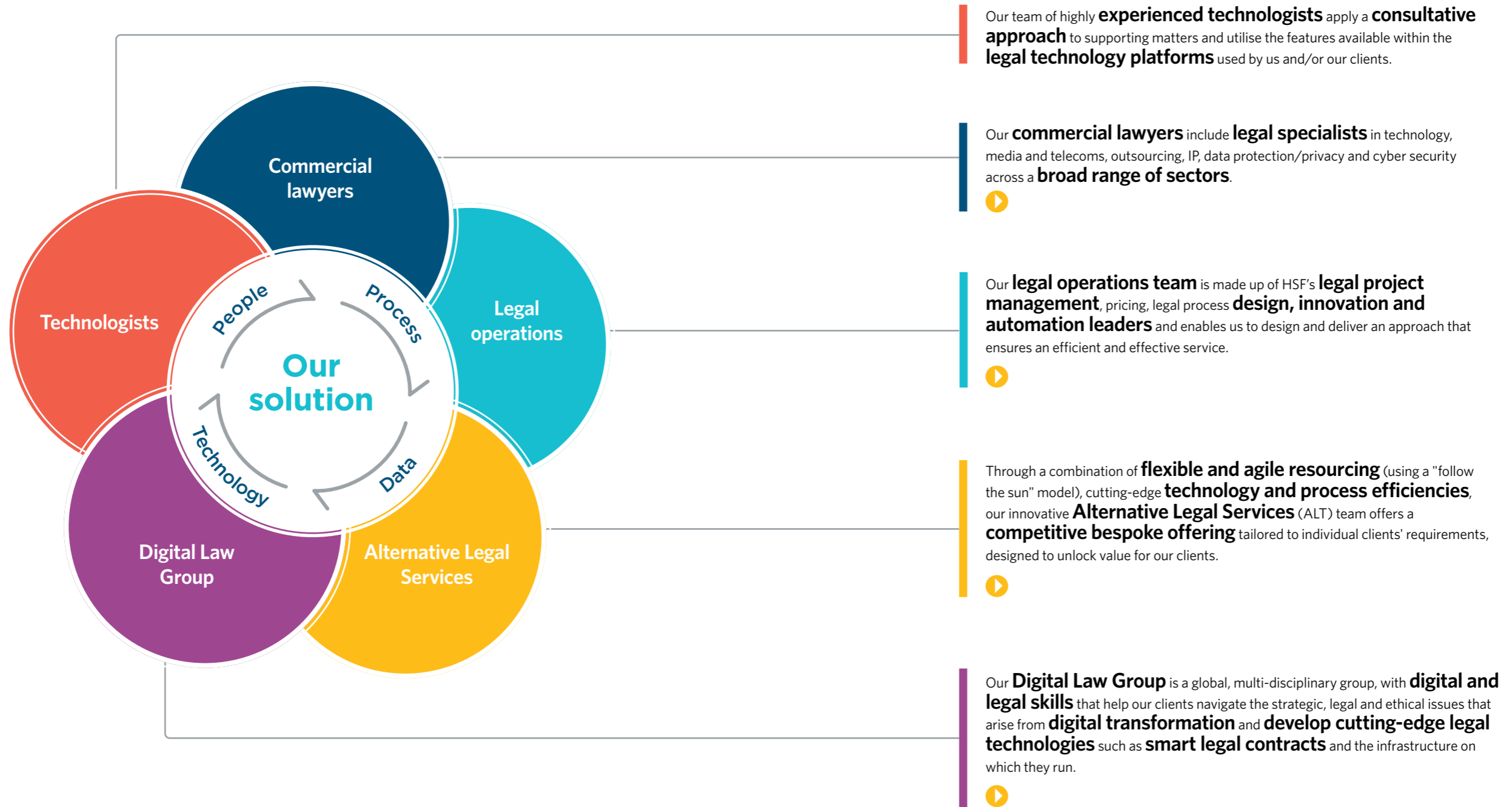
By way of example, we supported a FTSE 250 company in streamlining and reviewing their business as usual contracts. This resulted in more effective and consistent management and understanding of the risk in their contracts, and the organisation was able to benefit from significant savings to their insurance premiums as a direct result.

\*Smart Legal Contracts are contracts that contain natural language provisions and codified, machine readable representations of contractual terms that, when connected to data sources - such as APIs or sensors - and run on a digital platform, automate certain of the contractual processes or obligations.

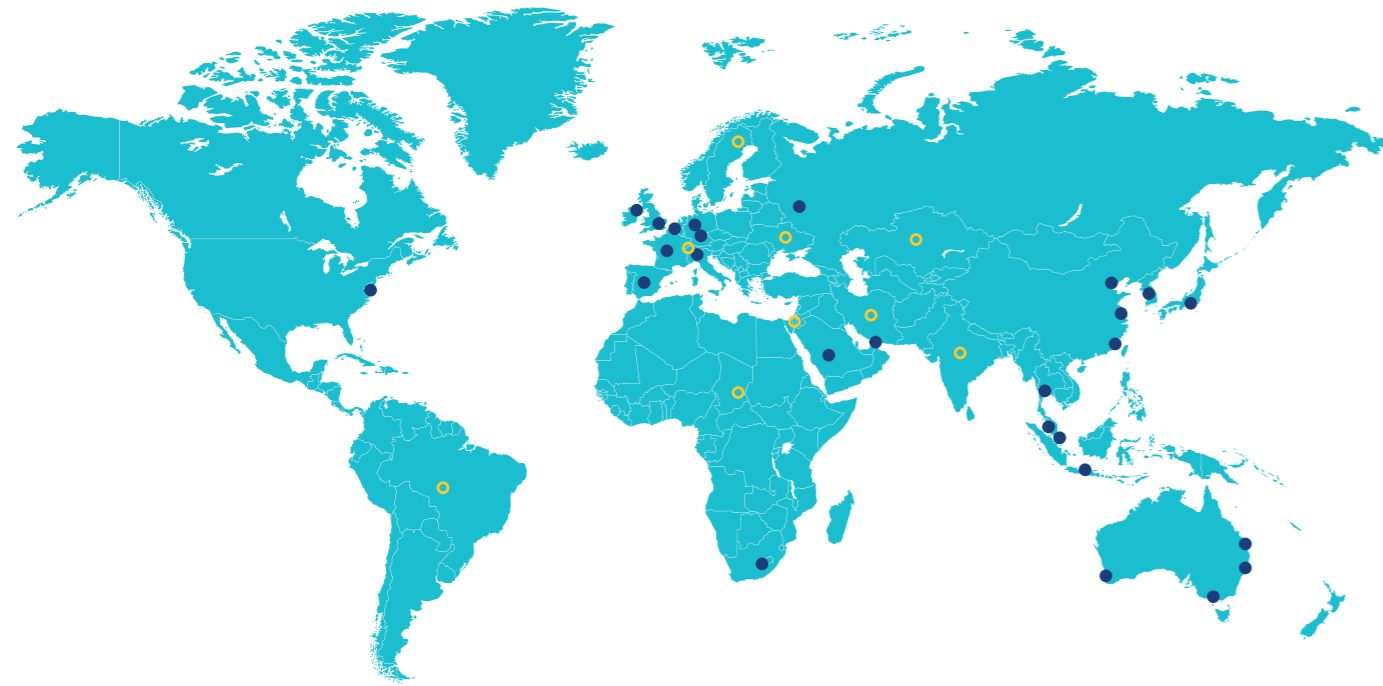


# What makes us unique?

Our multi-disciplinary team works together to provide you with a tailored solution to meet your commercial contracting needs...





**OFFICES ●**

BANGKOK  
BEIJING  
BELFAST  
BRISBANE  
BRUSSELS  
DUBAI  
DÜSSELDORF  
FRANKFURT  
HONG KONG  
JAKARTA\*

JOHANNESBURG  
KUALA LUMPUR  
LONDON  
MADRID  
MELBOURNE  
MILAN  
MOSCOW  
NEW YORK  
PARIS  
PERTH

RIYADH\*  
SEOUL  
SHANGHAI  
SINGAPORE  
SYDNEY  
TOKYO

**GROUPS ●**

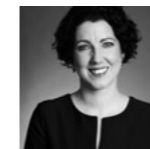
AFRICA  
INDIA  
IRAN  
ISRAEL  
KAZAKHSTAN  
LATIN AMERICA  
NORDIC  
SWITZERLAND  
UKRAINE

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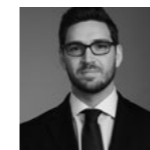
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