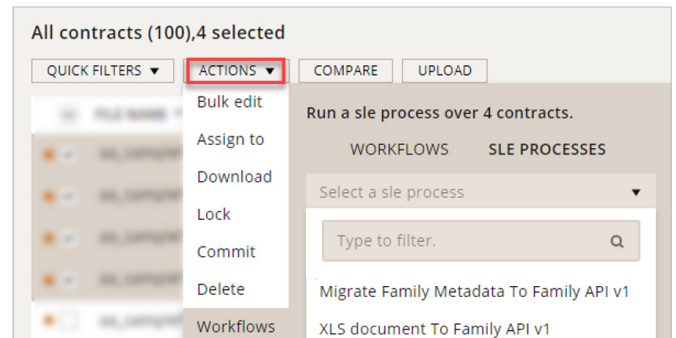


Conducted Deeper Analysis with Specialized Models for Common Contract Topics

Contract professionals in sales, procurement, legal and other functions across the organization have increasingly seen their responsibilities expand to include more proactive management of obligations, risks and compliance, including due diligence, understanding data privacy and other changing regulations. Yet extracting detailed business, risk and compliance data from contractual documents can be complex, time-consuming and expensive.

DocuSign Insight provides powerful AI analysis of agreements to help you uncover organizational risks, obligations and opportunities. Insight delivers a proven combination of AI technologies—natural language processing, machine learning, latent semantic indexing, OCR and rules-based logic—to help organizations manage and analyze their agreements. Insight brings together completed agreements from across your enterprise in virtually any location and any format. DocuSign Analyzer brings this same proven advanced contract analytics of Insight to the pre-execution stage of your agreement process.

In addition to Insight's core set of AI models, DocuSign offers optional add-on AI models designed to boost the analysis of contracts to support specific use cases. A specialized set of AI models for common contract content including procurement, sales, data privacy, non-disclosure agreements, M&A and Brexit gives you a fast, accurate and more complete understanding of contractual options and obligations to inform the decision-making process. Using Insight with these specialized models, you can dig deeper into specific topics and subtopics; answering more detailed questions and revealing more objective risks and opportunities.



Insight doesn't simply answer a basic question like "Does the agreement contain a data privacy clause?" It can help uncover answers regarding how an agreement addresses such topics as:

- Requirements for proof of insurance, a notice of a material change in coverage or the maintenance of general liability insurance
- Audit, access or inspection rights
- Review, approval or audit of the COB or DR Plan
- Data privacy notice requirements
- Incident response plans
- Duty to destroy confidential information
- Reasonable efforts regarding duty of care
- Change of control obligations
- Change of law
- Currency pricing and exchange rates

Key capabilities

Find, filter and analyze all of your contracts

Reduce the amount of time you spend looking for an answer, taking action or making critical business decisions when an unplanned event occurs. Insight and Analyzer are purpose-built to help legal contract professionals find and synthesize information faster.

AI-extracted clauses and terms

Insight analyzes common and complex topics including specific obligations (warranties, data security, background checks), common points of risk (data security, limitation of liability, intellectual property rights), and key business terms (early payment discounts). The clauses and metadata are automatically extracted, creating a profile for each contract which supports a full spectrum of analysis and digital workstreams (e.g. updating other core systems and processes).

Generate actionable information to accelerate the response

Identify risks, act on opportunities and quickly get the answers to questions without tedious time-consuming search of manual reviews. With Insight, you can use the standard and specialized prebuilt models to answer common questions or train Insight AI models to answer bespoke questions unique to your situation. It will find and analyze the relevant information to provide answers in clear terms that can be used to prioritize next steps.

Accelerate remediation of high-risk contracts

Take action on the AI-organized and prioritized contracts with a single click. Options include assigning to an individual or a group, exporting to Excel/CSV or directing the information to an integrated system through the DocuSign Connector (e.g., SAP Ariba, DocuSign CLM or M&A deal room).

Components

Comprehensive AI model set

Pre-built, tested AI models designed to answer specific questions.

Rule book

The rule book explains what to expect from each model, providing an outline of the topics, subtopics and exact questions to be answered by each model.

Playbook

A new set of views in the system's database that are reflected in user interface, so you can rapidly review the Insight analysis based on the specialized models for procurement, sales and data privacy. Views are fully configurable at the system, group and user level.

Representative topics include

Applicable laws and regulations
Assignment
Audit and inspection rights
Business continuity and disaster recovery
Change of control
Compensation and payment
Compliance with laws and policies
Confidentiality
Currencies
Data breaches
Data privacy definitions
Data processing agreements
Data transfers
GDPR
Governing law, jurisdiction and dispute resolution
Indemnification
Insurance
Intellectual property
Limitation of liability
MFN, exclusivity and take or pay
Personnel
Pricing
Records retention
Reporting
Renewal
Subcontracting
Taxes and tariffs
Term
Termination
Warranties

About DocuSign

DocuSign helps organizations connect and automate how they prepare, sign, act on and manage agreements. As part of the DocuSign Agreement Cloud, DocuSign offers eSignature: the world's #1 way to sign electronically on practically any device, from almost anywhere, at any time. Today, more than 750,000 customers and hundreds of millions of users in over 180 countries use DocuSign to accelerate the process of doing business and to simplify people's lives.

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