



Informed Consent

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How Siemens scaled contract efficiency
with AI-driven review

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Executive summary

As a global engineering and technology powerhouse, Siemens oversees a complex portfolio of commercial agreements—ranging from \$200 purchase orders to infrastructure contracts worth over \$100 million. While high-value deals received careful Legal review, many smaller but still consequential contracts often bypassed that scrutiny due to bandwidth constraints. This imbalance left pockets of risk hidden in plain sight.

Recognizing the need for scalable oversight without overburdening the Legal team, Siemens turned to DocJuris. The goal wasn't just to accelerate review—it was to create a standardized, intelligent system that brought consistency, visibility, and compliance to every stage of the contract lifecycle. Within weeks, Siemens had reviewed over 400 contracts with 11x more consistency. But the transformation didn't stop at speed—it fundamentally reshaped how Sales, Legal, and Finance teams collaborated on contracts, aligning risk management with business momentum.

“DocJuris has elevated our ability to manage contract risks consistently and efficiently across our global operations,” said Christian Greissinger, General Counsel of Siemens APAC. The transformation wasn't just procedural—it was cultural. Sales, Legal, and Finance teams now operate from a shared playbook, where clarity and collaboration replace ambiguity and delays.

Business context: balancing speed, scale, and oversight

In the Asia-Pacific region alone, Siemens's operations span numerous countries, industries, and regulatory frameworks. Its commercial footprint includes everything from service agreements and licensing deals to complex engineering projects. But with this scale came a challenge: managing thousands of contracts at varying levels of risk—without slowing the pace of business.

Legal teams were stretched thin. Large deals naturally took precedence, but smaller contracts—while less valuable individually—often carried compliance risks, operational dependencies, or liability clauses that could snowball into costly disputes. Yet reviewing every single contract manually wasn't feasible. Sales needed autonomy. Legal needed assurance. The status quo wasn't satisfying either.

Attempts to roll out traditional contract tools had fallen short. Prior platforms proved too inflexible, too difficult to scale, or simply lacked the AI intelligence required to handle nuance at speed. What Siemens needed was a purpose-built solution—one that could surface risk automatically, align with internal standards, and integrate seamlessly into existing workflows across Sales, Legal, and Finance.

The challenge: inconsistent review and growing exposure

Siemens's contract review process was marked by fragmentation. Contracts under a certain threshold—say \$50,000—often didn't make it to Legal at all. Some were reviewed ad hoc by Sales or Finance. Others were handled regionally with inconsistent templates and negotiation playbooks. As a result, critical issues sometimes slipped through.

There wasn't a lack of diligence—there was a lack of scalability.

Legal teams couldn't chase down every draft. Redlines came in late. Clause language varied depending on who initiated the agreement. Some agreements contained outdated compliance terms; others missed important jurisdictional language. Without a systematic review mechanism, Siemens was exposed not only to operational slowdowns but also to regulatory risk and financial leakage.

Adding more legal resources wasn't the answer. The company needed a way to triage and automate—not duplicate—review effort. That meant finding a way to expand Legal oversight without increasing team size or slowing deal velocity.

The solution: intelligent automation with DocJuris

Siemens partnered with DocJuris to deploy a smarter, AI-powered review solution that changed the way contracts were handled at scale. Rather than overhaul every workflow or retrain every team, DocJuris integrated into Siemens's existing ecosystem—providing structure where there had been friction.

The AI reviewed contracts automatically, flagging discrepancies, deviations from policy, and areas of risk with high precision. Clause-by-clause analysis ensured nothing was missed—whether it was a misaligned indemnity clause or a subtle compliance mismatch. Even punctuation-level details, like misplaced commas that could impact meaning, were surfaced for review.

DocJuris didn't just help Siemens work faster—it helped them work smarter. Review logic was built around Siemens's internal playbooks and approval protocols. Sales teams no longer had to guess whether a clause would fly with Legal. The system told them.

Spot bonuses encouraged adoption. Sales, Legal, and Finance teams saw immediate value. With clarity around roles and responsibilities, contract bottlenecks disappeared—and Siemens's internal stakeholders began to rely on the platform not just for compliance, but for confidence.

“Siemens’s success proves that legal transformation doesn’t require sweeping overhaul,” said Henal Patel, CEO of DocJuris. “With the right AI tools and a strategic mindset, even the most complex organizations can scale contract oversight without adding friction.”

Implementation: speed without sacrifice

The rollout was built on simplicity. Rather than wait months for a system launch, Siemens started small—with key business units piloting the platform on mid-tier contracts. The focus was on impact, not perfection.

DocJuris’s team worked closely with Siemens’s Legal department to tailor policies, map contract types, and configure the platform to handle real-world complexity. Once aligned, deployment took just weeks—not months.

Key success factors included:

- Policy-aligned playbooks that reflected Siemens’s internal risk tolerances and negotiation strategies
- Automated redline reviews that enabled Legal to prioritize high-risk items and delegate or fast-track low-risk ones
- Visibility dashboards for cross-functional stakeholders to track review timelines and flag aging contracts
- Incentives and training that encouraged adoption across teams, with support that met users where they were

The result was more than a software implementation—it was an operational evolution. Legal didn’t just gain a new tool; they gained a new level of control and alignment across the entire contract ecosystem.

Results: speed, consistency, and measurable value

The impact of DocJuris at Siemens was immediate and quantifiable:

- **100x improvement in review speed:** What once took days or weeks now took minutes, freeing Legal to focus on higher-impact work.
- **400+ contracts reviewed** in the first few weeks alone, showing rapid adoption and scalable throughput.
- **\$200K in dispute avoidance**, directly linked to flagged risk areas that previously went undetected.

- **11x increase in review consistency**, ensuring that every agreement was aligned with Siemens’s standards—regardless of size or region.
- **Improved team alignment** across Sales, Legal, and Finance, fostering collaboration and shared accountability for contract health.

These aren’t just metrics—they’re proof that a smarter, lighter-touch approach to legal review can generate outsized results across a global enterprise.

Building future-proof agility across teams

Siemens’s transformation wasn’t limited to a short-term process improvement—it laid the groundwork for long-term agility across the organization. By embedding intelligent automation into its contract workflows, the company created a framework that’s built to evolve alongside business needs.

In a global environment where deal structures shift, compliance requirements change, and operational priorities vary by region, agility is no longer a luxury—it’s a necessity. With DocJuris, Siemens can adapt faster without sacrificing quality or consistency. Whether it’s onboarding a new supplier in APAC, responding to evolving industry regulations, or expanding into new market segments, the Legal team now has the tools and structure to support business momentum in real time.

The platform’s ability to scale with Siemens’s growth is a defining advantage. Playbooks can be updated quickly to reflect new policies. Review criteria can be tailored to emerging risk profiles. And because Sales, Legal, and Finance teams are already aligned on a shared process, change management becomes smoother, not more complex.

Perhaps most importantly, this transformation has helped shift how Legal is perceived within Siemens. No longer a bottleneck or last-minute reviewer, the Legal team has emerged as a strategic enabler—helping the business close deals with speed, confidence, and clarity. That cultural shift sets the stage for continued innovation, cross-functional trust, and stronger governance across Siemens’s global operations.

About DocJuris

DocJuris is a contract negotiation platform designed for Legal and Procurement teams. With AI-powered playbooks, intelligent markup, and collaborative workflows, DocJuris helps organizations accelerate reviews, ensure consistency, and reduce risk—without disrupting what’s already working.