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Scaling smarter: how Geodis accelerated contract negotiations with DocJuris
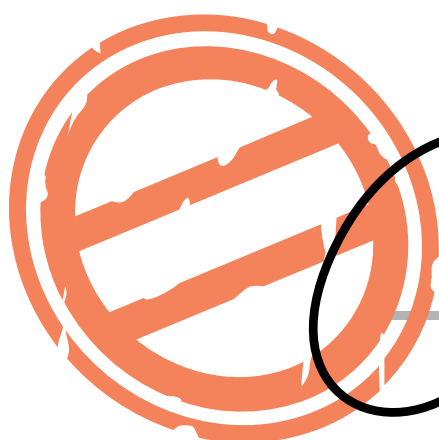
Executive summary

Geodis, a global freight and logistics powerhouse, operates at the center of an industry where speed and precision are paramount. When the COVID-19 pandemic upended global supply chains, the company's ability to scale quickly became not just a goal—but a necessity. As freight volumes surged and customer expectations tightened, Geodis's Legal team was tasked with managing an unprecedented spike in contract volume, all while navigating the new realities of remote work and increased regulatory scrutiny.

At the heart of the challenge was a bottleneck: contract review. Traditionally handled through email and manual markups, the review process had become a significant drag on deal velocity. Important freight agreements—often urgent and revenue-driving—were delayed as attorneys juggled dozens of redlines, version discrepancies, and repetitive edits. The consequences were more than administrative; delays risked compliance, strained partnerships, and impacted business continuity during one of the most critical periods in the company's history.

Recognizing the need for immediate transformation, Geodis partnered with DocJuris to deploy an AI-driven contract review solution. Rather than overhaul existing systems, the company integrated DocJuris's technology directly into their workflows, creating a seamless way to surface key issues, standardize edits, and collaborate more effectively across teams. In a matter of weeks, contract approval timelines were cut by 75%, Legal and Compliance regained bandwidth for strategic initiatives, and contract negotiations could finally move at the pace of the business.

This white paper details Geodis's journey—from process bottlenecks to operational breakthrough—and offers a real-world model for organizations looking to modernize legal review without disrupting what already works.

Business context: navigating a logistics surge

As the pandemic disrupted global supply chains, logistics companies like Geodis became essential links in the movement of goods. But with that responsibility came enormous pressure. Freight volumes soared. Deadlines shortened. Customers expected same-day responses on deals that previously took days.

While Geodis scaled its operations to meet rising demand, the same couldn't be said for its legal infrastructure. The Legal and Compliance teams faced a flood of contracts—vendor agreements, freight terms, service-level commitments—all of which needed review, redlines, and approval. Working remotely only compounded the challenges. The team was bogged down in version-heavy email chains, toggling between Word documents and PDFs, with no centralized system to track comments or progress.

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Manual processes that once felt manageable became liabilities. Turnaround time slowed, internal frustration grew, and the risk of contract errors increased. The business needed legal workflows that could match the speed and complexity of a global logistics operation in crisis mode. That meant rethinking everything from how contracts were flagged for review to how edits were shared and finalized.

The challenge: manual processes under pressure

Before DocJuris, contract review at Geodis was largely a manual affair. Contracts were drafted and circulated via email, where different versions bounced between Legal, Compliance, and Business teams. Redlines were hard to track. Key clauses were easy to miss. And as volume increased, so did the risk of error.

Three major pain points defined the challenge:

- **Delays in review:** Freight contracts often require rapid turnaround. But with Legal manually reviewing every document, the queue grew too quickly to manage.

- **Version control chaos:** Without a shared platform, stakeholders often worked off different versions of the same contract, leading to duplication, confusion, and missed edits.

- **Compliance risk:** Without automated checks, the team relied on memory and manual checklists to spot deviations from policy—a process that simply didn't scale.

The need for a better system wasn't just about saving time. It was about enabling the business to move faster without compromising on risk. Every delayed contract threatened to slow down a shipment, delay a delivery, or disrupt a partnership.

The solution: AI-powered contract review with DocJuris

To transform their approach to contract review, Geodis turned to DocJuris. Unlike full-scale CLM systems that require complex deployments and steep learning curves, DocJuris was purpose-built to streamline negotiation and redlining—exactly where Geodis needed help most.

With DocJuris, the Legal team could instantly surface risks, apply one-click markups, and generate clean, editable documents for return. The platform's collaborative interface allowed team members to work on the same document in real time, avoiding email clutter and version control issues.

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Critical clauses were flagged automatically. Playbooks ensured consistency. And built-in compliance logic helped enforce internal rules without slowing down the review process.

The transformation wasn't just technical—it was cultural. By replacing outdated tools with a platform designed for legal precision and operational speed, the Legal and Compliance teams were able to step into a new role: enablers of growth, not bottlenecks.

As Henal Patel, CEO of DocJuris, noted, "Geodis needed a way to scale contract operations without losing precision. By streamlining reviews through automation, we helped their Legal and Compliance teams move at the speed of the business—without compromising on quality or oversight."

Implementation: built for speed and adoption

Geodis didn't have the luxury of a long rollout. They needed impact quickly—and DocJuris delivered.

The implementation followed a tight, collaborative model:

- **Initial scoping:** Legal and Compliance teams mapped their existing contract types and review workflows, identifying the highest-volume and highest-risk areas to target first.

- **Template configuration:** DocJuris worked with the Geodis team to tailor redlining playbooks, automate common edits, and customize risk flags based on internal standards.

- **User onboarding:** Because DocJuris integrates with familiar tools like Microsoft Word, training time was minimal. Team members could adopt the new workflow without changing the systems they already used.

- **Ongoing refinement:** As new types of contracts emerged, templates were updated and logic refined—without the need for IT or engineering support.

This approach allowed Geodis to scale adoption in phases, building momentum and trust as teams experienced the improvements firsthand. Instead of enforcing change, Legal invited teams into a better way of working.

Results: faster approvals, greater capacity

The results were immediate—and measurable. Geodis saw a 75% faster contract approval time from its remote Legal and Compliance teams. What once took several days could now be completed in hours, without compromising the depth of review or oversight.

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The team also saw significant improvements in:

- **Compliance confidence:** Risk flags surfaced deviations in real time, allowing attorneys to focus on high-stakes issues.

- **Collaboration:** Centralized redlining eliminated version confusion and reduced back-and-forth emails.

- **Capacity:** With routine edits automated, Legal could handle more contracts without adding headcount.

As Joseph K., Counsel at Geodis, noted, "DocJuris makes redlining agreements much easier because you can easily review redlines, make changes, and generate a document to return."

For a global company navigating supply chain disruption and business growth, these gains weren't just operational wins—they were competitive advantages.

Rethinking review: how agile legal workflows power growth

Geodis's transformation with DocJuris wasn't about flashy tools or massive system overhauls—it was about practical, focused innovation. In a high-pressure environment defined by urgency and scale, the company needed its Legal and Compliance teams to work more efficiently without compromising on quality, clarity, or compliance. The path forward wasn't to reinvent the wheel but to fine-tune the engine.

By deploying DocJuris, Geodis demonstrated that agility doesn't have to come at the expense of control. With AI-powered redlining and collaborative workflows, the Legal team gained full visibility into contract risks while empowering the business to move faster. Turnaround times dropped. Confidence increased. And perhaps most importantly, Legal stopped being viewed as a bottleneck and started being recognized as a force multiplier across departments.

This success story underscores a broader shift in legal operations: the move from reactive support functions to proactive business enablers. For Geodis, that shift was catalyzed by a solution that respected the way people already worked. No forced migrations. No lengthy training programs. Just results that delivered when the business needed them most.

Other organizations—especially those in logistics, manufacturing, procurement, and fast-moving commercial environments—can take note. Contract bottlenecks aren't a symptom of bad lawyering; they're often the result of outdated systems that ask Legal professionals to do too much manually. DocJuris helped Geodis break that cycle, and in doing so, created space for smarter work, stronger contracts, and faster growth.

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When contract velocity meets legal clarity, business wins. That's the takeaway from Geodis's journey—and it's one that forward-thinking teams everywhere can build upon.

About DocJuris

DocJuris is a contract negotiation platform designed for Legal and Procurement teams. With AI-powered playbooks, intelligent markup tools, and collaborative workflows, DocJuris helps organizations accelerate reviews, ensure consistency, and reduce risk—without disrupting the systems teams already rely on. From redlines to reporting, DocJuris makes contract work faster, smarter, and easier to scale.

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