Neota Logic

CASE STUDY · FUJITSU

Enabling business users to self-serve contracts with automation

INDUSTRY
Global communications & technology

USE CASE
Self-service contract automation

DOCUMENTS
NDAs, DPAs, teaming, consultancy & inter-company agreements

As a global communications and technology company, Fujitsu's business operations rely on a multitude of contracts being drafted and executed, and their global in-house legal teams are frequently called upon to assist with a variety of contracts by the rest of the business.

Looking for valuable opportunities for digital transformation, Fujitsu's legal teams identified this as an area where self-service automation would reduce the burden of high-volume, low-risk work — delivering legal support at scale and at speed.

How they got started

Innovating contract delivery to the business was a two-step process. First, the team sought to standardize commonly used contracts as much as possible across different jurisdictions. Second, they used automation to make ready-to-go contracts accessible to business users, while accommodating market localization in the documents.

Having run an iterative process of creating standardized contract templates with the wider legal teams, the team set about the automation side of the project in the Neota platform.

> "Neota's document automation technology helps Fujitsu's Legal Function to accelerate access to legal resources and reduce routine workload for the Legal team."
>
> FUJITSU
> Legal & Commercial Function

The solution

Business users who require a contract simply access a web portal, select the type of contract they need, input minimal data specific to that contract, and instantly receive a contract ready to sign. The documents are all aligned to company policy and market localizations to ensure legal and regulatory compliance is adhered to.

01 The solution was initially deployed to automate NDAs and has scaled over time. It now also accommodates Data Processing Agreements, Global Teaming Agreements, Consultancy Agreements, Inter-Company Agreements, and Proof of Concept Agreements — all accessible through one web platform, with additional agreements and jurisdictions added iteratively as needed.

02 While Fujitsu standardized these agreements as far as possible, localization was still required to accommodate varying jurisdictional legal and compliance requirements. Using Neota, the team was easily able to build those localization requirements into the solution to ensure a seamless self-service delivery.

The value

The solution enables business users to self-serve low-risk contracts, giving them access to a number of contracts and documents without having to raise a legal service request. This makes legal service itself more accessible to the rest of the business, while reducing the load of high-volume, lower-risk work on the legal team — freeing them up to work on more contentious, higher-value work.

Overall, the solution enhances efficiency for business users, the Fujitsu lawyers, and ultimately the business.

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