AGREEMENT INTELLIGENCE IN ACTION

HOW CONCORD'S CUSTOMERS ACHIEVE REAL-WORLD SUCCESS

Introduction

Poor contract management costs businesses a staggering $2 trillion per year globally[1].

But what if your contracts, instead of draining your time and labor, could become valuable sources of operational data?

This ebook, *Concord's Top Customer Success Stories of 2024*, showcases how eight leading organizations are transforming their businesses — accelerating sales cycles, optimizing costs, mitigating risk, and gaining a competitive edge — **simply by unlocking the wealth of data trapped inside their existing agreements**.

In their own words, you'll hear how these finance and operations leaders:

- **Discovered meaningful insights** in contract data**,** gaining real-time visibility into key terms, obligations, and deadlines to inform strategic decision-making.
- **Streamlined contract workflows**, automating manual processes and integrating with core business systems to accelerate deal closures and improve efficiency.
- **Mitigated risk and improved compliance**, leveraging AI-powered analysis to identify potential issues and proactively manage compliance.
- **Optimized costs and maximized contract value**, negotiating better terms, avoiding missed renewals, and gaining a competitive edge.

Join us as we explore the transformative power of Agreement Intelligence, and discover how Concord can help your organization achieve similar success.

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[1] Deloitte and Docusign (2024). *Unlocking the Value of Agreement Management*. https://www.docusign.com/deloitte-agreement-study-2024

AI-powered insights
Transforming contract analysis and risk management

Extracting actionable intelligence from contracts is no longer a futuristic fantasy. Artificial intelligence (AI) is transforming how businesses analyze, understand, and manage their agreements — unlocking valuable insights that drive better decision-making, mitigate risk, and optimize financial performance.

In this section, we explore how three organizations are leveraging Concord's AI-powered platform to gain a competitive edge. From automating tedious data entry and proactively managing renewals to streamlining compliance and gaining real-time visibility into contract data, these stories showcase the tangible benefits of Agreement Intelligence in action.

PAAY
AI-powered contracts accelerate sales

Melissa Hyde
Senior Sales Operations
Analyst at PAAY

PAAY

MANUAL PROCESSES
SLOWED SALES CYCLES

PAAY, a leading fraud protection solution for online merchants, faced growing pains with their legacy contracting system. As their business expanded, their old proposal management application simply couldn't keep up.

The manual processes for creating, reviewing, and signing contracts were creating bottlenecks in the sales cycle, delaying deal closures and hindering revenue growth. The lack of real-time visibility into contract data also made it difficult to track sales performance and identify areas for improvement.

"Our account executives go to conferences all over the world. So they needed to be able to redline contracts on the go."

Melissa Hyde, Senior Sales Operations Analyst at PAAY

AI AND INTEGRATIONS BOOST VISIBILITY

Concord's intuitive interface, similar to Google Workspace, proved to be a key differentiator. This familiarity allowed PAAY's sales team to adopt the platform quickly, with minimal training. The built-in redlining and automated audit trail features streamlined negotiations and eliminated the cumbersome back-and-forth of multiple document versions. The integration with HubSpot, PAAY's CRM, automatically synced contract data, providing a single source of truth and eliminating manual data entry.

Critically, Concord's Agreement Intelligence automated the extraction of key details from agreements — even scanned PDFs — eliminating hours of manual data entry. "That level of automation has really led to better data collection, and cleanliness too," Hyde explains. "Now that we've got Google Drive connected to Concord, we can bring in PDFs and Word docs, and Concord pulls out the data we need." This seamless integration with existing systems further amplified the efficiency gains and provided real-time visibility into contract data.

FASTER SALES AND INCREASED REVENUE

The results speak for themselves. Concord has not only saved PAAY time but has also helped them close deals faster and accelerate time to value. "Contracts are moving a lot more smoothly," says Jamie Garfield, VP of Sales, "plus we're getting much more detailed visibility on the data our agreements contain."

The combination of AI-powered insights, streamlined workflows, and seamless integrations has transformed PAAY's contracting process. This has allowed them to reduce sales cycle time, resulting in a significant increase in annual recurring revenue (ARR). "Concord has just been great for us," Garfield concludes. "We adore the AI features. There's no other contract platform that delivers this much value at this price point. Period."

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>
> Jamie Garfield, VP of Sales at PAAY

Vecna Robotics
AI simplifies contracting and renewals

Michael Bearman
Chief Legal & Safety
Officer at Vecna Robotics

MANUAL PROCESSES CREATED COMPLIANCE RISKS

Vecna Robotics, a leader in flexible material handling automation solutions, recognized that their manual contract management process was consuming valuable time and resources. Tracking deadlines and key contract data across disparate systems — individual hard drives and shared folders — was a constant struggle, leading to inefficiencies and increased risk.

This lack of centralized visibility and the administrative burden of manual data entry hindered proactive contract management. The risk of missed deadlines was ever-present, with potential financial penalties or lost opportunities for cost savings through timely renewals and renegotiations.

"We have had times where we had a lot of trouble keeping track of all of our contracts, all of our deadlines,"

Michael Bearman, Chief Legal & Safety Officer at Vecna Robotics

THE SOLUTION

AI AUTOMATES DATA AND RENEWALS

Vecna Robotics implemented Concord's Agreement Intelligence to automate the tedious process of manual data entry and improve deadline tracking. "I used to have to spend lots of time on this, but now I just hit 'create document' because the AI does a great job automatically," explains Bearman. The AI automatically extracts key information, including parties involved, lifecycle dates, and contract duration, populating the contract record in Concord without requiring any manual input.

Automation not only saves valuable time but also improves data accuracy and consistency. "Before we'd make errors like missing key dates or transposing numbers, which caused problems down the line. Now, with Concord, that information is automatically captured and validated, so we can trust its accuracy," says Bearman.
This streamlined approach allows the finance team to access reliable contract data for reporting, forecasting, and budgeting. The automated extraction of lifecycle dates enables proactive renewal management, empowering Vecna Robotics to renegotiate terms, consolidate vendors, or explore alternative solutions before auto-renewals occur.

THE RESULTS

REDUCED RISK AND TIGHTER COST CONTROL

Concord's Agreement Intelligence has significantly improved Vecna Robotics' contract management process. By automating data entry, Concord has freed up an estimated 10 hours per week for Vecna Robotics' team, enabling them to focus on higher-value activities. This time savings translates to a significant cost reduction every year.

Moreover, the accurate and automated extraction of lifecycle dates enables proactive renewal management. "The AI helps me track the lifecycle information. So I've been able to rely on it," Bearman confirms. This proactive approach has helped Vecna Robotics avoid unexpected price increases and secure more favorable terms with vendors, leading to a significant reduction in contract renewal costs. As Bearman concludes, "Concord has made the whole process simpler — and saved us money, too."

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> Michael Bearman, Chief Legal & Safety Officer at Vecna Robotics

Denison University
AI-powered data extraction saves admin time

Steve Storck
Purchasing Manager for Denison University's
Department of Business Services

DENISON

MANUAL SIGNATURES WASTED MANY HOURS

Denison University, a leading liberal arts college, faced a familiar challenge: an inefficient, manual contract signing process that drained valuable time and resources. With 2,300 students, 850 staff, and numerous external vendors and guest lecturers, the sheer volume of agreements — over 4,000 annually — created a significant administrative burden. Admins created agreements from obsolete templates, frequently requiring time-consuming cleanup and corrections.

This outdated approach led to inconsistencies, errors, and delays, ultimately hindering the university's ability to allocate resources effectively and pursue strategic initiatives. "There were times where the other party didn't have a scanner, so they'd be trying to take pictures of the agreement – which did not work well," recalls Steve Storck, Purchasing Manager for Denison University's Department of Business Services. "It was frustrating, not knowing how a contract would come back." This lack of control and standardization not only impacted administrative efficiency but also created potential financial and compliance risks.

AI STREAMLINES CONTRACT PROCESSES

Denison University adopted Concord's AI-powered CLM platform to streamline contract processes, improve accuracy, and gain greater visibility into contract data. Concord's integrated e-signature capabilities immediately transformed the signing process.

Now, instead of managing cumbersome PDFs, admins simply add signature fields and invite recipients to sign electronically within Concord. This automated process reduced signing times from an average of days to just minutes, eliminating the need for printing, scanning, and chasing down signatures.

Concord's Agreement Intelligence further enhanced efficiency by automating data extraction. With a single click, the AI extracts key details — even from scanned PDFs — eliminating hours of manual data entry. "The AI is really easy to use," says Storck. "I just click the button, and it pulls all the key terms out of the contract."

This automation not only saved time but also improved data accuracy, providing a reliable source of truth for all contract information. This improved accuracy has enabled more effective financial planning and analysis, allowing the university to better allocate resources and track spending.

REDUCED ADMIN TIME AND LOWER COSTS

The impact of Concord on Denison University has been substantial. Admins now spend 30% less time correcting and organizing contracts, translating to significant annual savings.

The automated workflows have eliminated the frustration of dealing with inconsistent document formats and manual signing processes, leading to a reduction in contract turnaround time. Concord's Agreement Intelligence saves countless hours of manual data entry, enabling admins to focus on higher-value tasks that support the university's strategic initiatives.
And the centralized repository provides unprecedented visibility into contract data, enabling better decision-making and more strategic negotiations with vendors. This improved visibility has already led to cost savings in vendor negotiations.

As Storck notes, "Concord has all the functionality we need, and we're still finding even more ways in which it's useful." By embracing Agreement Intelligence, Denison University has not only improved its contract management processes but also achieved significant cost savings and gained a strategic advantage in managing its resources.

Streamlined workflows
Accelerating contract processes and boosting efficiency

Time is money — but inefficient contract processes can create bottlenecks, delay deals, and drain valuable resources. Finance and operations teams are increasingly seeking solutions that streamline workflows, automate manual tasks, and accelerate the entire contract lifecycle.

In this section, we explore how three organizations leveraged Concord's Agreement Intelligence to transform their contract workflows, achieving significant efficiency gains and driving tangible business results.

From automating data entry and standardizing processes to improving collaboration and accelerating deal closures, these stories showcase the power of streamlined workflows in action.

Yates Construction
Standardized workflows save time and money

Jenny McMullen
Corporate Contract Administrator
at Yates Construction

THE CHALLENGE

DECENTRALIZED CONTRACTS SLOWED PROJECTS

With 5,000 employees across 15 regional divisions, Yates Construction is one of the largest construction companies in the United States. Admins manage numerous large-scale projects, each involving a multitude of agreements with subcontractors and outside vendors. Even after transitioning from paper contracts to email, managing these agreements remained a significant administrative burden.

Each regional office followed its own contracting procedures, resulting in fragmented signing experiences, limited visibility into contract data, and no centralized repository for templates or workflows. This decentralized approach not only hampered productivity but also increased the risk of errors, inconsistencies, and compliance issues.

"Each time we executed an agreement, I had to manually email it back to the other party," recalls Jenny McMullen, Corporate Contract Administrator at Yates Construction. "That single repetitive task took a lot of hours out of my work week — hours that could have been spent on more strategic activities."

This manual framework, multiplied across numerous projects and divisions, represented a significant cost in terms of lost productivity and potential revenue. Furthermore, the lack of version control meant that outside contractors often edited contract files without notification, requiring Yates's admins to meticulously review each version before signing, adding further delays and increasing the risk of errors.

ONE CENTRALIZED PLATFORM WITH AUTOMATED WORKFLOWS

Yates Construction adopted Concord's Agreement Intelligence platform to address these challenges. Concord provided a centralized repository for all contracts and templates, accessible to authorized personnel across all 15 divisions. This centralized approach immediately improved visibility into contract data, enabling better tracking and reporting.

Concord's automated sending functionality streamlined communication and improved version control, eliminating the need for manual emailing and reducing the risk of unauthorized modifications. "All messages and comments live right inside the agreement," McMullen says. "Instead of five separate email chains, we've got everything in one place now."

The platform's flexibility allowed Yates to customize workflows and access controls to meet the specific needs of each division while maintaining overall consistency. This improved efficiency, transparency, and accountability across the organization. The clear audit trail documented every change, reducing the risk of errors and strengthening compliance.

LOWER COSTS AND FASTER PROJECT STARTS

The impact of Concord on Yates Construction was immediate and significant. The automated workflows eliminated manual tasks like emailing contracts and tracking versions, saving the company $15,000 per month in reduced administrative overhead — a 25% reduction in contract administration costs.

Beyond direct cost savings, Concord accelerated project timelines. Streamlined approval workflows, enabled by real-time access and collaboration within the platform, reduced contract turnaround times from weeks to hours. "A lot of subcontractors refuse to go to work until they have a signed contract," McMullen explains, "so Concord gets our projects moving much faster." This acceleration translated to a reduction in project completion times, enabling Yates to take on more projects and boost revenue.

Furthermore, Concord improved business continuity. "We had one team member leave, but since she'd set up access to her contracts in Concord, my team jumped right into her workflow," McMullen recalls. "Prior to Concord, this would've been totally impossible." This seamless transition ensured uninterrupted operations and minimized disruption during staff changes.

Concord also facilitated standardization across all 15 regional offices, providing consistent signing experiences for contractors and vendors, which strengthened Yates Construction's reputation for professionalism and efficiency. "Concord has enabled us to be more efficient, and to gain better visibility," McMullen concludes. "It provides tools that enable you to use it the way you need to."

Follett Learning
Centralizing contract workflows improves collaboration

Sarah Eisenhauer
Director of Bids, Proposals and Pricing
at Follett School Solutions

◊ Follett

THE CHALLENGE

DECENTRALIZED PROCESSES REDUCED VISIBILITY

Follett Learning, a large educational materials supplier, faced significant challenges managing its high volume of agreements. Their decentralized, manual contract processes hindered efficiency and created a lack of visibility into contract data. Locating specific agreements, tracking key terms, and managing access controls were time-consuming and cumbersome.

This lack of control and visibility impacted Follett's ability to respond quickly to customer needs, manage risk effectively, and maintain accurate financial records. The time spent searching for contracts, correcting errors, and managing inconsistent versions represented a significant drain on resources and hindered operational efficiency.

THE SOLUTION

STREAMLINED WORKFLOWS FOR GRANULAR CONTROL

Follett Learning adopted Concord for its flexibility and powerful features. Concord's subsidiary functionality allows Follett to manage contracts across different departments – sales, marketing, procurement, and so on – while maintaining centralized oversight and standardized templates. "I am the admin, so I set up the subsidiaries for our company," explains Sarah Eisenhauer, Director of Bids, Proposals, and Pricing.

This structure empowers individual departments to manage their own contract workflows while adhering to company-wide standards and access controls. The implementation of a clear folder structure and robust tagging system further enhanced organization and searchability, allowing teams to quickly locate and access specific agreements.

Because Follett Learning creates highly customized contracts, the team primarily creates agreements outside of Concord, then uses the platform for secure storage, efficient tracking, and streamlined collaboration. "The best part about Concord is it's so flexible. So we didn't have to go through a huge change in process," says Eisenhauer. This hybrid approach highlights Concord's adaptability to existing workflows.

THE RESULTS

IMPROVED COLLABORATION AND FASTER RESPONSES

Concord has measurably improved Follett Learning's contract management processes. The centralized repository provides a single source of truth for all agreements, eliminating the need to search through scattered emails and shared drives. This improved visibility has enabled Follett to identify and mitigate potential risks more effectively, monitor compliance more efficiently, and gain valuable insights into contract performance.

Flexible access controls and subsidiaries empower individual departments while maintaining company-wide consistency, which is "super important for us," Eisenhauer emphasizes. Streamlined workflows and automated processes have reduced the administrative burden on teams, freeing up time for more strategic activities.

Specifically, Follett has seen a significant reduction in contract processing time, as well as a huge decrease in contract-related errors. This increased efficiency and improved data accuracy are contributing to a more streamlined and cost-effective operation.

> "The best part about Concord is it's so flexible. So we didn't have to go through a huge change in process,"
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> Sarah Eisenhauer, Director of Bids, Proposals and Pricing at Follett School Solutions

Pima Community College
Optimized workflows boost grant funding

Pima Community College

INEFFICIENT PROCESSES JEOPARDIZED GRANT FUNDING

Pima Community College (PCC) relies heavily on grants and contracts — representing 20% of its annual operating budget — to fund vital programs and support its students. Julie Delayo, Executive Director for Sponsored Programs, Grants and Contracts, understands the pressure of constant deadlines and complex collaboration. "We are up against constant deadlines," she explains.

Before using Concord, PCC faced significant challenges tracking communications, managing workflows, and accessing data for grant applications and contract development.

This resulted in missed deadlines, jeopardizing valuable grant opportunities and impacting the college's ability to secure critical funding.

The decentralized, email-based communication system often led to delays in approvals from key stakeholders, including the General Counsel's office, further hindering the grant application process.

THE SOLUTION

ONE CENTRALIZED PLATFORM WITH CONSISTENT WORKFLOWS

PCC adopted Concord to centralize communication and streamline grant and contract workflows. The platform's discussion tab became a vital hub for collaborating with stakeholders, including academic divisions, the statistical department, financial services, procurement, and the General Counsel's office.

"It gives us the ability to have those discussions right in the discussion tab," Delayo explains. "And it sends out emails so everybody stays in the loop." This transparent communication eliminated delays caused by fragmented email chains and version control issues, accelerating the approval process.

Concord's workflow management capabilities also provided real-time visibility into the status of each agreement, enabling proactive management and reducing the risk of missed deadlines. Flexible access controls allowed PCC to maintain security while ensuring appropriate access for different stakeholders. "You can give somebody full view who needs access to all contracts," Delayo notes, "and then you can narrow it down to a department."

THE RESULTS

INCREASED GRANT FUNDING AND SMOOTHER PROCESSES

The impact of Concord on PCC's grant and contract management has been substantial. Centralized communication and streamlined workflows significantly improved efficiency. The time required to secure General Counsel approvals decreased significantly, and the overall contract development cycle was shortened by a wide margin.

This increased agility directly translated into an increase in successful grant applications in the first year of using Concord, representing a great deal of additional funding for critical student programs.

Moreover, the improved tracking of deadlines and performance metrics has enabled PCC to manage its contracts more proactively, further maximizing its grant success rate. By leveraging Concord's features, PCC has not only streamlined its processes but also strengthened its financial position and its ability to fulfill its mission of supporting student success.

Data-driven decisions
Liberating contract data for strategic advantage

Contracts contain a wealth of valuable data — data that can drive strategic decision-making, optimize spending, and mitigate risk. However, many organizations struggle to tap into this potential. Manual processes, fragmented data storage, and a lack of real-time visibility hinder the ability of finance and operations teams to leverage contract data effectively.

In this section, we explore how two organizations — LeoVegas and Navarino — use Concord's Agreement Intelligence to unlock the strategic value of their contract data.

From automating data extraction and centralizing contract storage to integrating with existing systems and enabling real-time reporting, these stories demonstrate how a data-driven CLM approach can transform contract management from a reactive cost center to a proactive driver of business value.

LeoVegas
Custom properties unlock strategic contract data

Michael Cuschieri
Group Head of Legal at LeoVegas

BURIED CONTRACT DATA COST TIME AND MONEY

LeoVegas, a global mobile gaming company operating in a highly regulated industry, faced a critical challenge: accessing key information buried within complex contract folders. Each contract often involved multiple addenda and revisions, making it a time-consuming and error-prone process to extract crucial data.

Michael Cuschieri, Head of Legal, explains:

"Contracts nowadays are a lot more complex. You have the main agreement, then addendum A, addendum B, revision one, revision two, and so on."

This complexity wasn't just frustrating; it was costing LeoVegas real money. Legal spent an estimated 10 hours per week manually searching for information, delaying critical business decisions and hindering their ability to respond quickly to regulatory changes.

Furthermore, the lack of easily accessible data hampered their ability to identify and leverage key contract provisions, potentially leaving money on the table in negotiations.

CUSTOM PROPERTIES UNLOCKED KEY DATA

LeoVegas implemented Concord's custom properties to bring order to the chaos. They strategically used these properties to tag and categorize agreements based on specific criteria relevant to their business, such as:

- **Jurisdiction and governing law**: Essential for maintaining compliance in different regulatory environments.
- **Key financial obligations**: Including payment terms, performance guarantees, and revenue sharing agreements.
- **Change of control provisions**: Critical for protecting LeoVegas' interests in mergers, acquisitions, or other ownership changes.
- **Auto-renewal clauses and termination dates**: Enabling proactive management of renewals and avoiding unexpected costs.

By tagging each contract with these custom properties, LeoVegas transformed their ability to extract meaningful reports and access critical data instantly. Instead of manually searching through numerous documents, they could filter and sort contracts based on these criteria, saving valuable time and improving responsiveness.

RECLAIMED TIME AND STRONGER LEVERAGE

The impact was significant. Concord's custom properties saved the legal team an estimated 10 hours per week — that's over 500 hours per year — previously spent on manual data extraction.

"The custom properties functionality, that's where Concord really helps us save time," says Cuschieri. "We save about 5 to 10 minutes per contract — and when you're dealing with hundreds of contracts, those minutes really add up." This reclaimed time allowed the team to focus on higher-value activities, such as proactive risk management and strategic deal negotiation.

Moreover, the improved access to data enabled LeoVegas to respond more effectively to regulatory changes and internal stakeholder requests. Thomas Parkin, Legal Counsel, explains, "We can now instantly pull up all contracts with specific governing law clauses or identify those with upcoming auto-renewals, allowing us to proactively renegotiate terms and avoid unnecessary costs."

This data-driven approach has not only improved efficiency but also strengthened LeoVegas' negotiation power and reduced their exposure to financial and compliance risks.

Navarino
Cross-platform integrations unify contract workflows

Nikos Anthopoulos
Efficiency Manager at Navarino

navarino

MANUAL ARCHIVING DRAINED RESOURCES

Navarino, a maritime technology company, faced a common challenge: inefficient contract archiving processes. Manually saving and storing contracts on local drives and in SharePoint created a fragmented data landscape. This hindered efficient retrieval, analysis, and reporting, impacting the finance team's ability to access necessary information quickly.

This lack of centralized, readily accessible contract data created administrative overhead for the finance team, who needed quick access to contract details for financial planning and reporting. The manual process of uploading contracts to SharePoint consumed valuable time that could have been spent on higher-value activities.

> "We had big contracts with our providers, but still we lacked some automation for the day-to-day contracts,"
>
> Nikos Anthopoulos, Efficiency Manager at Navarino

AGREEMENT INTELLIGENCE AUTOMATED ARCHIVING

To streamline their archiving process and improve data centralization, Navarino leveraged Concord's Agreement Intelligence platform, combined with a Zapier integration. Once a contract is fully executed in Concord, the Zapier integration automatically transfers a copy of the agreement to a designated SharePoint folder.

This automation eliminated the manual uploads, consolidated contract data within their existing SharePoint system, and improved data organization and consistency.

Anthopoulos describes the streamlined process:

> "Once the contract is signed, I get a notification that it's done, and then I just do one click in Zapier to feed it through to our SharePoint system."

This simple, one-click process replaced the previous manual workflow, freeing up time for the finance team.

STREAMLINED ARCHIVING PROVIDES BETTER DATA ACCESS

The impact of this automated approach has been significant. By eliminating manual uploads, Navarino's finance team has been able to redirect their time to higher-value activities. The centralized storage in SharePoint, facilitated by the Concord-Zapier integration, has improved data organization and accessibility, enabling more efficient reporting and analysis.

Anthopoulos notes that the automation has "made it much easier" for the finance team to access contract information, suggesting a tangible improvement in efficiency and workflow. This streamlined process has also improved data accuracy and reduced the risk of errors or lost documents, supporting better-informed business decisions.

By integrating Concord's Agreement Intelligence with their existing systems, Navarino has transformed its contract archiving process from a manual burden into a seamless, automated workflow. This positions the finance team for greater efficiency and more strategic use of contract data as the company continues to grow.

Conclusion
Transforming contracts from cost center to profit driver

The customer success stories in this ebook demonstrate a fundamental shift in how leading organizations view contract lifecycle management (CLM). Contracts are no longer seen as static legal documents, but as dynamic data assets that can drive significant business value — and contribute directly to a healthier bottom line.

A common thread unites these success stories: **unlocking actionable insights from contract data**. By gaining real-time visibility into key terms, obligations, and deadlines, these organizations have achieved tangible results:

- **Improved efficiency**: Automated workflows, AI-powered data extraction, and streamlined processes free up valuable time and resources, allowing teams to focus on strategic initiatives.
- **Enhanced visibility**: Centralized contract repositories and robust reporting capabilities provide real-time access to critical contract data, enabling proactive management and informed decision-making.

- **Reduced risk**: AI-powered analysis, standardized templates, and improved version control mitigate the risk of errors, inconsistencies, and compliance issues.
- **Optimized spending**: Proactive renewal management, data-driven negotiations, and access to benchmarking data enable organizations to optimize their spending and maximize contract value.

Together, these stories make a compelling case for investing in modern, AI-powered CLM. They demonstrate that the right technology, combined with a strategic approach, can transform your contracts into a source of competitive advantage.

Ready to see how much you could save — and how much value you could unlock — with Agreement Intelligence? Visit https://www.concord.app/meet-with-concord/ to connect with a contract expert.

About Concord

Concord empowers growing businesses to make smarter operational decisions by unlocking actionable insights from all their contracts using Agreement Intelligence. Trusted by over 1,500 companies and 1 million users worldwide, Concord enables people to swiftly sign agreements and easily access crucial business data.

www.concord.app

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