TABLEAU
CONFERENCE
AI THAT READS? ONE STEP FORWARD TOWARDS YOUR DIGITAL TRANSFORMATION JOURNEY
Agenda

1. Demystifying “Digital Transformation” for documents

2. Achieving True Contract Intelligence
   - Document Management
   - Document Abstraction
   - Transformative Search
   - Better Data = Better Insights

3. The ThoughtTrace Artificial Intelligence Platform
   - Newfound data gleaned from contracts and documents
   - Closing the unstructured-to-actionable data gap
   - Live Demonstration
Of all Digital Transformation initiatives do not reach their goals.

A recent survey of executives found that Digital Transformation risk is their concern in 2019.

Was spent on Digital Transformation in 2018... an estimated $1.3 trillion went to waste.

$900 billion of TOTAL revenue is spent on document-related technology.

Source: WSJ and Forbes
Improves the decision-making process.

Makes it easy to access and share information.

“Digital Transformation is not necessarily about digital technology, but about the fact that technology, which is digital, allows people to solve their traditional problems.”

Amplifies and clarifies understanding of critical business information.

Constantly enhanced by AI-driven learning and dynamic business needs.

Seconds to minutes to conduct analysis.

Function as strategic assets.
Digital Transformation for documents

- **Manual**
  - Paper-centric storage
  - Manual data entry
  - Time intensive and costly

- **Basic**
  - Digital files
  - Metadata collection
  - Rigid access

- **Intelligent**
  - Intelligent storage
  - Improved integration
  - Greater security

- **Transformative**
  - Fluid access
  - Domain specific extraction
  - Variety of search options

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**ROI**

- **High**
  - Paper Files
  - Legal Outsourcing
  - Digital DMS
  - Contract Lifecycle Mgmt.

- **Low**
  - Build your own AI

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**Time-To-Value**

- **Slow**
  - Manual
  - Basic
  - Intelligent

- **Fast**
  - Transformative

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**Build your own AI**

**Turnkey Domain Specific AI**

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**ThoughtTrace**
Does this sound familiar?

Lack of organization
Minimal confidence in data quality
Manual rework
Surface level detail 
data
Static view of a dynamic business
Where does your organization fall on this spectrum?

1. Manual  - Paper-centric storage
2. Basic   - Digital files with rigid access
3. Intelligent  - Intelligent storage with integration
4. Transformative  - Domain specific extracts & multiple search options
## Industry Adoption and Use of Automation

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<td>Front-end contract request / selection interface to business unit</td>
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<td>Ability to assemble standard contracts from templates</td>
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<td>Ability to assemble contracts from a clause library</td>
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<td>Defined and automated workflow for non-standard terms or agreements</td>
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<td>Monitor reviews / approvals status</td>
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<td>Integration with other key applications (ERP, financial systems etc.)</td>
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Contract Intelligence

Request Negotiate Approve Execute Storage

Asset Inventory Evaluate Obligations Fire-drill Analysis

Regulatory Changes Contract Evolution

Due Diligence Audit Financial Analysis Risk Management

Regulatory Compliance

Contract Intelligence
What does Document Digital Transformation look like?

1. Document Management
2. Document Abstraction
3. Transformative Search
4. Better Data = Better Insights
Traditional Methods
Document Management

• Organizational structure prone to human error
• Lack of machine readable documents
• Manual and slow classification
• Collaboration is difficult
• Picking through digital files and reading documents one-by-one
• Data and information silos plague these systems
Digitally Transformed

UNSTRUCTURED DATA

Document Intelligence

Key Data Extraction

Data Classification

Advanced Document Research
The ThoughtTrace Artificial Intelligence Platform

CATEGORIZED DATA → UNSTRUCTURED DATA

IDENTIFY FACTS & PROVISIONS

SHOW ME THE SUBSET OF ALL LEASES WITH…

HOW MANY CONTRACTS CONTAIN ASSIGNMENT AND…?

WHICH MSAS CONTAIN A PRICE ESCALATION…?

WHICH CONTRACTS MAY TERMINATE IF I FAIL TO PAY…?

500+ FACTS & PROVISIONS

INTEGRATE

API

CONSUMABLE DATA

TABLEAU
SAP
ORACLE
SALESFORCE
NETSUITE

STRUCTURED DATA
Better Data = Better Insights

UNSTRUCTURED DATA

Customer 01
Customer 02
Customer 03
Questions?
Please complete the session survey in the mobile app

View ‘My Evaluations’ in the menu or find your session under ‘Schedule’
Thank You