Shareforce

The business contracts standard.

Intelligent digital ecosystem for legal model documents

Version 2.0

1. Current dynamics

- Law firms, companies and government bodies have a strong need for simple and cost-efficient access to good, up-to-date legal model documents.

- The business legal market is set to take full advantage of the possibilities offered by IT and this will have a disruptive effect.

- Sharing/Access economy. The future of (standard) commercial legal documents lies in access over ownership. The internet, the use of IT and increasing competition (especially on price) will act as a further catalyst for this subscription-based model.

- There is a substantial need for digital legal ecosystems: partnerships between law firms, companies, government bodies and universities based on interdependence, which use digital platforms to achieve a common goal (moving away from organisation-based thinking to seeing the organisation as part of a larger ecosystem).

- Developments in the field of blockchain will prompt demand for high-quality market-standard model contracts.
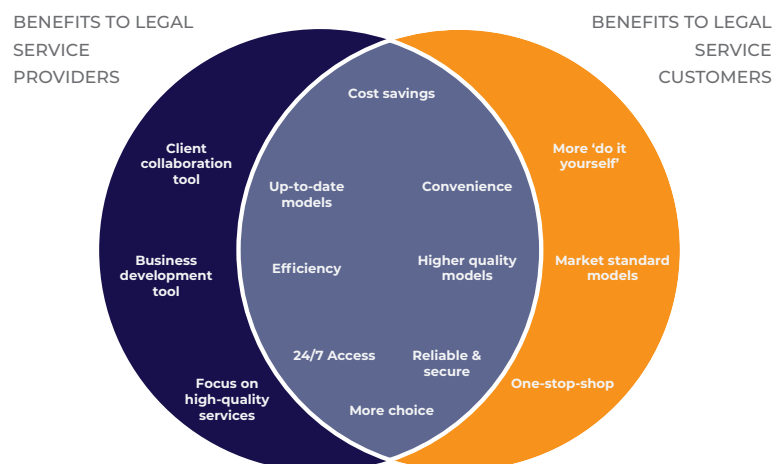
2. Rapidly changing playing field

- Great pressure on clients to reduce legal costs (especially external costs).

- Clients no longer accept high costs for services that could be provided more efficiently and should be publicly accessible.

- Attorneys and civil-law notaries want to focus on high-quality work, while also efficiently helping clients in relation to standard questions and documents.

- Legal services are increasingly 'commoditising'.

- Developing and updating own models is often neglected as a priority and is no longer profitable.

- Competition in the field of specialist business legal services is increasing:

  - Decrease in number of big clients due to consolidation.

  - Increase in number of niche - and foreign law firms.

  - Accountancy firms have entered the market.

- Most providers of specialist legal service operate in the same area and generally offer the same; the lack of distinctiveness has a negative impact on prices.

- Clients have a stronger negotiating position because they now have access to more information, enabling them to make efficient comparisons between providers in terms of costs and service levels.

- The market is becoming more segmented as more routine work is given to low-price providers in order to cut costs.

3. Shareforce

- Highly efficient model development and update process.

- Improves the quality of your models.

- Enables secure use of precedents.

- An intelligent online ecosystem for business legal model documents, which benefits both law firms and their clients.

- Developed for and by law firms and their clients.

- Online access to extensive databases containing high-quality model clauses and model contracts.

- No longer the need to develop and update legal model documents solo.

- Gives law firms the opportunity to co-launch a value-added service for clients and prospects and to engage in business development.

- Specifically developed with the aim of creating market-standard model contracts.

- Work together to optimise the contract life cycle: go from model to contract, without all the unnecessary but customary steps beforehand or afterwards.

- Plug-and-play Legal Tech; no IT development and maintenance costs

4. Benefits of using Shareforce

BENEFITS TO LEGAL SERVICE PROVIDERS

BENEFITS TO LEGAL SERVICE CUSTOMERS

- Client collaboration tool
- Business development tool
- Focus on high-quality services

- Cost savings
- Up-to-date models
- Convenience
- Efficiency
- Higher quality models
- 24/7 Access
- Reliable & secure
- More choice

- More 'do it yourself'
- Market standard models
- One-stop-shop

Shareforce: Factsheet

	Shareforce	Current software	Benefits shareforce
Type models (Comparable with)	**Dynamic** (Online newspaper)	**Static** (Printed newspaper)	▪ Documents are assembled online in real time. Each time that a document is opened, the most recent versions of the relevant clauses are retrieved from your database (just like when you open or refresh a website).
Most recent update	**Moment when opened**	**Moment when last saved**	▪ Shareforce's dynamic models are up-to-date as of the moment they are opened. ▪ Static models are up-to-date as of the moment they were last saved (in other words, when they were most recently manually amended).

Basis database	**Clause-based**	**Document-based** The documents saved contain many similar clauses.	▪ Clauses are saved once and reused in the relevant documents.
			▪ No duplication of identical clauses, which gives a huge boost to efficiency and quality:
			  · Updates are distributed automatically to all documents in which the updated clause is used.
			  · Updates are processed automatically and no longer need to be done manually.
			▪ Everyone in the organisation will be using the same standard clauses (e.g. on arbitration).

Enrichment of clause data	**Yes**	**No**	▪ Record of relationship between original model document or clause (parent) and those derived from it (clones). ▪ Record of ownership of clause and company/professional profile of owner. ▪ Analysis of use of clause for certain industries, market segments, deal values etc. (data analysis). ▪ Matching (under development): interpretation of clauses and measurement of percentage match with similar clauses. ▪ Automated clause prompt (under development). ▪ Ranking and voting (under development).
Cloning	**Yes**	**No**	▪ By creating a clone of a model document or clause (the parent), a model can be amended in line with individual needs/insights. ▪ The user of a clone is notified when the parent document or clause is updated, offering them the option of accepting/rejecting the change in the clone as well.
Online access	**Yes**	**No**	▪ Thanks to online sharing, users no longer have to develop, update, manually amend or save the same commercial model contracts on their own. ▪ 24/7 online access to business legal model documents. ▪ All the benefits of the access over ownership model.
Online collaboration	**Yes**	**No**	▪ Benefit from online suggestions from fellow professionals for amendments to contracts/clauses, drawing on their knowledge and experience; suggestions can be accepted efficiently. ▪ Share and collaborate within your own organisation, with other organisations (e.g. clients or model document suppliers) or both, possibly in closed groups. ▪ Jointly develop market-standard model contracts and benefit from the resulting ultimate efficiency gains.
Substance over form	**Yes**	**No**	▪ Models are automatically generated in line with a pre-defined corporate identity and style (possibly your own). Styling plays no role when drafting a document.