



pactumize

A blurred background image of a business meeting. In the center, two people are shaking hands over a table. To the left, a woman with long brown hair is looking towards the camera. To the right, a man in a dark suit is partially visible. On the table, there are papers, a pair of glasses, and a tablet computer. The overall tone is professional and collaborative.

Digital transformation of business law

Legal Tech – Legal Revolution
Darmstadt 5th December 2018

Agenda

- › Introduction
- › Customer Case – Axel Springer
- › Demonstration – Pactumize Contract Builder
- › First peek – Pactumize Negotiation Room

Welcome!



Anders Perméus
Founder

anders@pactumize.com

Anders Perméus

› Law firms – Partner

- › IT business, negotiations, company law and dispute resolution in court and arbitration
- › Litigator in many major cases, including the legal counsel of Lord Moyne in the “Trustor” case 1997-2001; the largest white collar crime case in Sweden
- › Representing clients such as IBM, SAP, Telenor and Hitachi.
- › Author of *“IT-avtal – en kommentar till IT-branschens standardavtal”*
- › Teaching law at Stockholm Uni. for almost 20 years

› Legal Tech companies – Founder

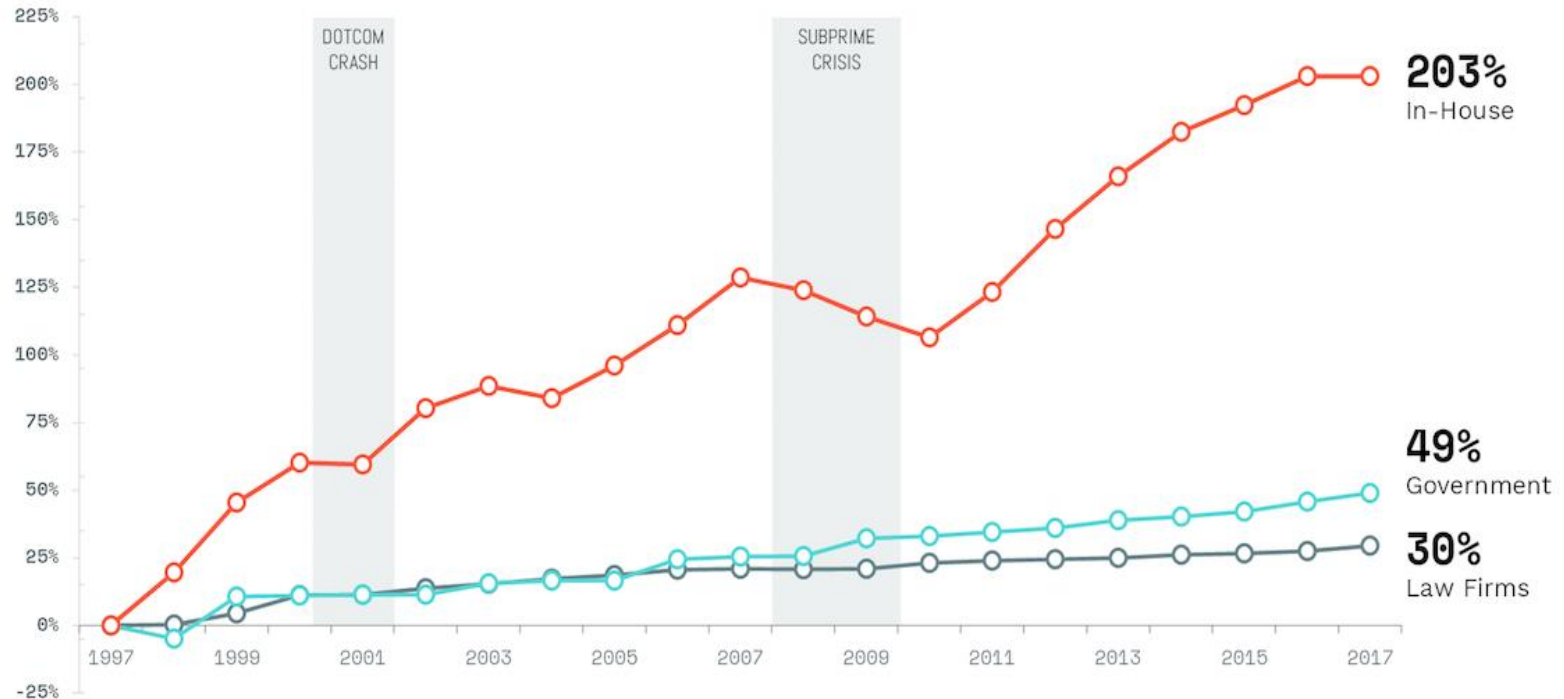
- › Avtal24 (2004)
- › Agreement24 GmbH (2013)
- › Pactumize (2017)

Internal legal work

- › 70 percent of the legal work in companies is handled internally - the trend is increasing
- › CEOs: internal legal counsel should **identify and prevent commercial risks and reduce the cost of external legal advice**
- › The **regulatory requirements** on companies has increased dramatically
- › Companies' demand for legal services has increased over the past five years

The number of **in-house lawyers** has tripled

% CHANGE IN NUMBER OF EMPLOYED LAWYERS BY PRACTICE SETTING, 1997 – 2017



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Credit: Bill Henderson on Legal Evolution PBC / Data Source: Bureau of Labor Statistics

Pains

- › Bottlenecks/Barriers to business
- › Insufficient collaboration between Legal and Business
- › High legal costs
- › Insufficient compliance

Legal costs

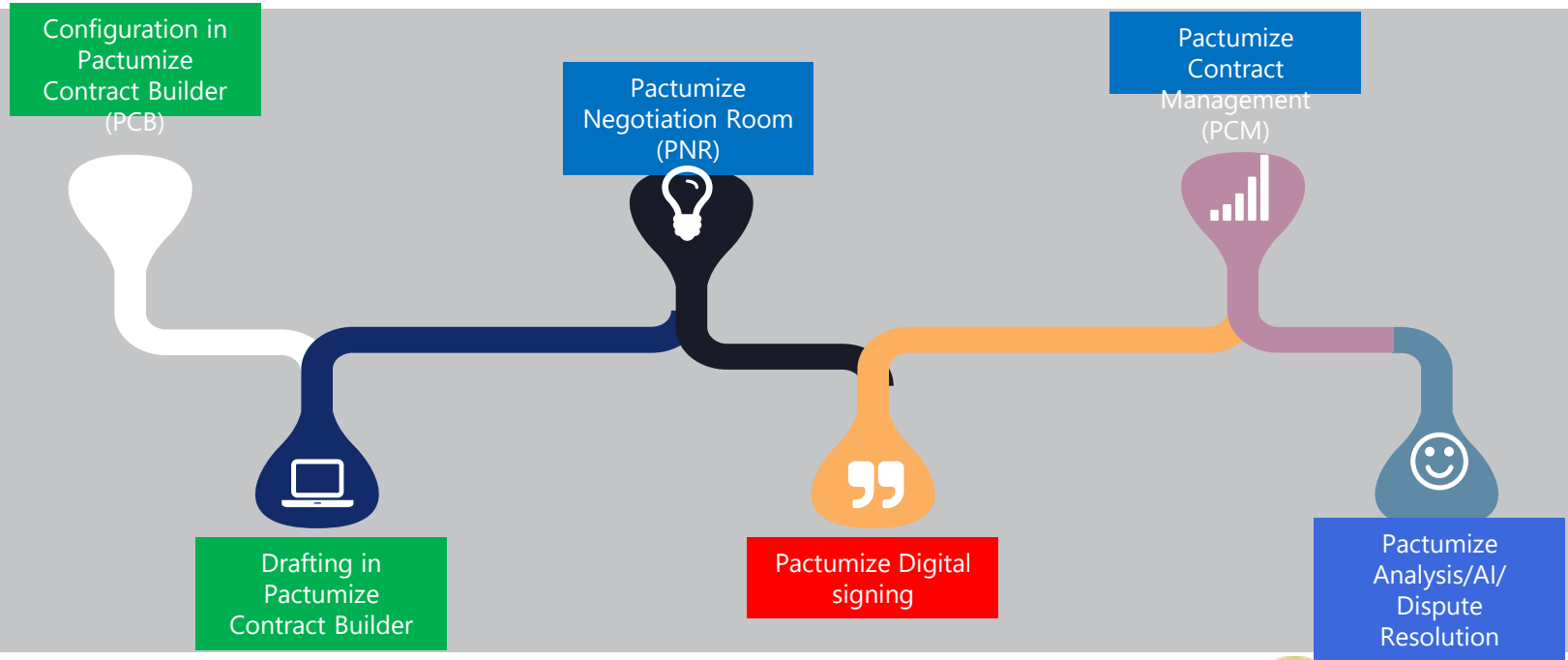
- › CEOs: **volume of law** makes the **greatest cost savings** of having internal lawyers instead of hiring external lawyers
- › CEOs want internal lawyers to focus operationally on **creating standard templates and procedures**, negotiate contracts and to be the Company Secretary

Predictions

- Fixed price – for specified tasks
- Price competition – has increased – easier to compare
- High standardization
- Digital working methods
- Legal documents drawn up largely by the customer – standardized templates and instructions

The Solution

Pactumize Contract System



Create

Business user creates a contract in the service based on the company's approved legal framework



Standard terms pre-approved

Sign

Contract signed (with customers existing solution)

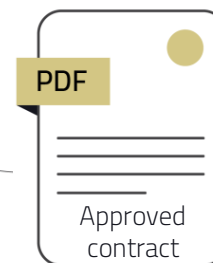
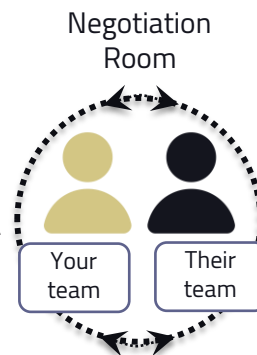
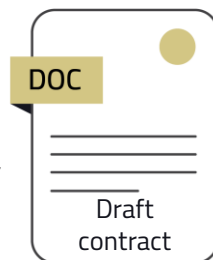
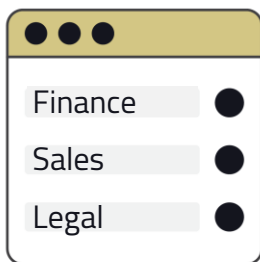


Manage

Archive, analytics, search



Workflows

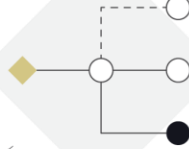


Customer Success

1
Choose your most frequent legal documents used by your organization



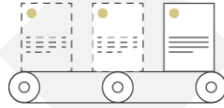
2
We work with your legal team and help you do a "Blueprint" of these documents



3
Based on the "Blueprint" the documents are configured in the Pactumize platform



6
Business users create their own legal contracts in Pactumize Contract Builder



4
The legal team tests and approves the new contracts in the Pactumize Contract Builder



5
Pactumize Contract Builder is deployed in business users in your organization



Customer Case

A photograph of a business meeting. In the center, two men in suits are shaking hands. To the left, a woman with long brown hair is looking on. In the foreground, a hand holds a tablet computer, displaying a dark screen. On the table, there are papers, a pen, and a pair of glasses. The background is softly blurred, showing an office environment.



DREI FRAGEN AN IMMOWEB-CEO VALENTIN COGELS

Selbst der König kauft hier Schlösser

► MEHR ERFAHREN



18.09.2018 PRESSEINFORMATIONEN

Axel Springer inside.-pod mit Peter Huth: „Die WELT AM ...

Der WELT AM SONNTAG-Chefredakteur zum 70. Jubiläum der Sonntagszeitung im inside.pod-Gespräch / Warum Peter Huth den ...



14.09.2018 PRESSEINFORMATIONEN

10 Jahre METAL HAMMER AWARDS: Die „härtesten“ ...

Deutschlands größtes Hardrock- und Metal-Magazin kürt die besten Bands, Alben und Künstler / Fans und Musiker feiern bei den ...



11.09.2018 PRESSEINFORMATIONEN

Produktexpansion geht weiter: UPDAY für SAMSUNG jetzt auch ...

UPDAY auf Samsung Galaxy Tab S4 in sechzehn europäischen Ländern vorinstalliert / Neueste Integration in Samsungs „Smart ...



07.09.2018 PRESSEINFORMATIONEN

BILD-Gruppe und Taboola starten Technologie-Partnerschaft

BILD-Gruppe nutzt Empfehlungstechnologie von Taboola für Steigerung des User Engagements, der Bewerbung des Paid ...



06.09.2018 PRESSEINFORMATIONEN

INSIDER Inc. startet tägliche ...

Ausbau des Angebots von INSIDER Inc. um regelmäßige Nachrichtensendung BUSINESS INSIDER Today auf Facebook Watch / News, Trends ...



05.09.2018 INSIDE.APP

VIDEO: RICHTFEST AXEL-SPRINGER-NEUBAU

„Symbol und Verstärker des radikalen Wandels“

Als der Star des Richtfestes in die Höhe schwebt, ruht die geschäftige Baustelle zum ersten Mal seit vielen Monaten: Die 300 ...



inside.

Axel Springer

- › One of Europe's largest media companies
 - › Numerous brands, like BILD, WELT, FAKT, ROLLING STONE, STEP STONE and UPDAY
 - › 16,000 employees, revenues €3,5 billion
- › The Legal department
 - › 50 employees, 35 in-house lawyers
 - › Struggling with high total legal cost and bottlenecks to serve the business.
 - › They had a need for working more efficiently and started to look for some digital solutions to help them with a digital transformation

"Axel Springer wanted to standardize the way we worked with contracts across the organization and free up time for the legal team for more complex matters."

- Dr. Konrad Wartenberg,
Group General Counsel at Axel Springer

Axel Springer

- › Why they chose Pactumize?
 - › User friendly so it could be rolled out across the organization
 - › Easy to implement
 - › Price/performance
 - › IT wanted a secure cloud solution that would handle all data in a safe and secure manner
 - › The Pactumize team!

"We had to find a solution that was easy to use for the non-lawyers in the organization so they could create their own standard contracts without having to stand in line for in-house lawyers or external lawyers."

- Dr. Susanne Stollhoff, Senior General Counsel and Head of Digital and Data Law

Axel Springer

- › The results with Pactumize?
 - › 50+ different contracts in the solution
 - › Some are used very frequently and saves a lot of time for both the business and the legal team
 - › Ensures compliance
 - › It also helps handling peaks with new regulatory changes like GDPR
 - › Easy to update when changes are needed
 - › Gives insight

"We now recommend all business users to use the Pactumize solution instead of calling a lawyer in the legal department. It saves us a lot of time that the non-lawyers can create their own contracts and we can focus our time on supporting the business in more complex matters"

- Dr. Susanne Stollhoff, Senior General Counsel and Head of Digital and Data Law

DEMO

Pactumize Contract Builder

Bitte zunächst anmelden bzw.
Benutzerkonto erstellen

NDA


AVV

GEGENGESCHÄFTE

DSGVO / GDPR

axel springer

Ein Service von Digital & Data Law

powered by
 pactumize

1

Dokument

2

Parteien

3

Details

4

Zeichnende Personen

5

Vorschau



Dokument

Sprache



Die AVV soll auf Deutsch Deutsch-Englisch erstellt werden.

Findet die Datenverarbeitung **innerhalb des EWR** (Europäischer Wirtschaftsraum) bzw. in einem **Drittland** mit adäquatem Datenschutzniveau (Schweiz, Kanada, Argentinien, Andorra, Färöer, Israel, Isle of Man, Jersey, Australien, Neuseeland und Uruguay) statt?



ja nein



Informationen zum Hauptvertrag



Ist ein Hauptvertrag vorhanden, auf den sich die AVV bezieht? ja nein

Titel des Hauptvertrages

Bitte lediglich den Titel des Hauptvertrages eingeben.



Start

Datenschutz

NDA

Geg

Information



Sonstiges



37



AVV

v.1 Axel Springer SE ./ . b

NDA kurz deutsch-englisch

v.1 Axel Springer SE ./ . x

GGV Tausch Werbeflächen

v.1 Axel Springer SE ./ . v

GGV Tausch Werbeflächen

v.1 Axel Springer SE ./ . v

AVV

v.1 Axel Springer Syndication GmbH ./ . Pact

AVV

Dokument

AVV - Ergänzungsvereinbarung **Weiter mit AVV**

Die AVV soll auf **Deutsch-Englisch** erstellt werden.

Findet die Datenverarbeitung **innerhalb des EWR** (Europäischer Wirtschaftsraum) bzw. in einem **Drittland mit adäquatem Datenschutzniveau** (Schweiz, Kanada, Argentinien, Andorra, Färöer, Israel, Isle of Man, Jersey, Australien, Neuseeland und Uruguay) statt?

ja

Parteien

Die AVV wird **extern** geschlossen.

Die Axel Springer Einheit ist **Auftraggeber**

Die AVV wird für **weniger sensible** Daten benötigt.

Auftraggeber - konzernintern - AS Einheit **Axel Springer SE**

Vollständiger Name (ggf. inkl. akademischer Grade) **Anders e**

Telefonnummer **w**

E-Mail **r**

Vollständiger Name (ggf. inkl. akademischer Grade) **Tobias h**

Telefonnummer **t**

E-Mail **b**

Name des Vertragspartners **b**

Anschrift des Vertragspartners **Sie haben keine Angaben gemacht**

Land (aus der englischen AVV) **Sie haben keine Angaben gemacht**

SCHLIESSEN

Anlage Nr. 4
Auftragsverarbeitungsvereinbarung

zum Vertrag vom 1. Februar 2018
über "Rahmenvertrag"
("Hauptvertrag")

zwischen

Axel Springer SE
Axel-Springer-Straße 65
10888 Berlin
Deutschland / Germany

- nachstehend "AUFTRAGGEBER" genannt -

Attachement No. 4
Data Processing Agreement


to contract dated February 1, 2018
regarding "Rahmenvertrag"
("Main Agreement")

between


Axel Springer SE
Axel-Springer-Straße 65
10888 Berlin
Deutschland / Germany

- hereinafter referred to as the "CONTROLLER" -








Contract Tool Digital & Data ▾


 Dashboard


USER, GROUPS AND REPORTS

 Members


 Contract groups


 Lawyer list


 Allowed e-mails


 Created contracts

SETTINGS


 Builder


 Start page


 Nav


 Language

PACTUMIZE ADMIN

 Pactumize Dashboard

 Domains

 Styles

 Languages

Contract Tool Digital & Data

Start > Backend > Contract groups

Contract groups

Group name	Created
AS Syndication	23.08.2016
AS Syndication (Gruppenansicht)	23.08.2016
Content Management	28.04.2017
Content Management (Gruppenansicht)	28.04.2017
Datenschutz	23.08.2016
Datenschutz (Gruppenansicht)	23.08.2016
DEFAULT (all users have this group auto)	13.10.2016
Freelancer Verträge	09.02.2018
Freelancer Verträge (Gruppenansicht)	09.02.2018
GesR	24.08.2016
GesR (Gruppenansicht)	24.08.2016
GGV	11.08.2016
GGV (Gruppenansicht)	11.07.2016
IT	13.07.2016
IT (Gruppenansicht)	24.08.2016

FIRST PEEK

Pactumize Negotiation Room



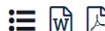
◀ Back to contracts

Pactumize Negotiation Room

General Supply Contract

Version 15

Created: 2018-11-28



GENERAL SUPPLY CONTRACT

This General Supply Contract (hereinafter referred to as "the Contract") is entered into on the day mentioned below by and between **Scania CV AB (publ)**, registered in Sweden under company registration number 556084-0976 (hereinafter referred to as "Scania" or "Party"), and **Bulten AB**, registered in **Sweden** under company registration number **554433-4567** (hereinafter referred to as "the Supplier" or "Party").

1. Scope of Contract

1.1 This Contract shall constitute a frame agreement covering all supplies of material and parts (hereinafter jointly referred to as "Goods") supplied to Scania and its Affiliates.

1.2 The Supplier is acting on its behalf and on behalf of its Affiliates. For the purpose of this Contract "Supplier Affiliate" shall mean any legal entity which, directly or indirectly, is owned or controlled by the Supplier, its being understood that "control" shall mean ownership of at least 50% (fifty percent) of the voting rights or at least 50% (fifty percent) interest in the issued share capital.

1.3 The Supplier undertakes to implement the present Contract in the companies directly or indirectly controlled by the Supplier and in any future company, subsidiary or branch integrated in the Supplier group of companies.

1.4 The application and observance of the provisions stated in the present Contract to the

Access and Users

Start approval process

Edit

Track changes

Log

Copy

Versions:

- v.15 2018-11-28
- v.14 2018-11-28
- v.13 2018-11-27
- v.12 2018-11-23
- v.11 2018-11-13

Contract actions

Contract approvals

- v.1 ? anders@pactumize.com Jakob
- v.11 ? anders@pactumize.com Jakob
- v.12 ? anders@pactumize.com Jakob
- v.14 ? anders@pactumize.com Jakob

Contract proposals

- Proposal 7 ✓
- Proposal 6 ?
- Proposal 5 ✓
- Proposal 4 ✗
- Proposal 3 ✗
- Proposal 2 ✗
- Proposal 1 ✗

Offer to get started!

- › We offer a 3-hour workshop where we start digitizing your process for contract creation.
- › To get the most out of the workshop it is best if representatives from both legal and the business are present and involved. Preferably we have already discussed and identified some kind of contracts that are used by this business area.
- › After the workshop we will configure this contract in Pactumize Contract Builder and give you access to the solution for a Proof of Concept with these non-lawyers for 1 month.

We have 3 workshops to give away on a first come, first serve basis!
anders@pactumize.com



pactumize