

# AI-Powered Negotiation and Review

## HITACHI Inspire the Next

Hitachi Vantara, a wholly owned subsidiary of Hitachi, Ltd., is an IT service management company headquartered in California which uses customer data to solve digital challenges. It is trusted by 80% of the Fortune 100.

The in-house legal team at Hitachi Vantara adopted Luminance to supercharge the contract drafting and negotiation process for its 50-strong team of lawyers spread across the USA, LATAM, EU, ME, APAC and Africa. With Luminance, Hitachi can automate routine legal processes across the business, in turn reducing contract bottlenecks and burnout within the legal department.

### AI-Powered Contract Generation and Negotiation

Hitachi's teams are utilising Luminance's AI-powered Traffic Light Analysis (TLA) technology to automatically take a first pass review of incoming contracts. Luminance will instantly highlight what areas are acceptable (green) or non-compliant (red) based on Hitachi's internal standards. Where terms do not meet organisational standards, Luminance provides the team with alternative acceptable wording suggestions from internal precedent banks, insertable with just one click from within Microsoft Word.

Luminance has also improved the retention of institutional knowledge. With Luminance's AI able to actively learn from senior lawyers' expertise and apply this knowledge to future negotiations, the entire team can access essential legal knowledge and ensure compliance. Rationale can be updated on-the-fly, meaning that Luminance can adapt to changing internal standards or external regulations.

### KEY RESULTS:



**Contract Generation to Signature**  
On NDAs



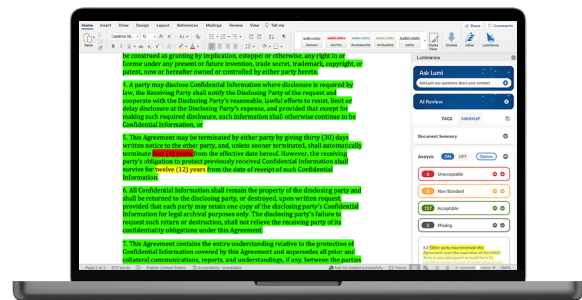
**Dramatic Reduction**  
In contracts negotiated on third party paper



**Global AI Roll-Out**  
To support non-legal functions

**“With Luminance, we can now get a signed NDA from start to finish in 5 minutes.”**

Hitachi also uses Luminance to enable non-legal business functions to generate 'low risk', standardised contracts such as NDAs. Luminance's highly customisable contract generation functionality empowers the legal team to create approved contract templates, allowing employees throughout the business to now generate, review and execute NDAs that meet internal standards in less than five minutes. The contract administrator, who historically drafted these agreements, has since been redeployed to higher value tasks.

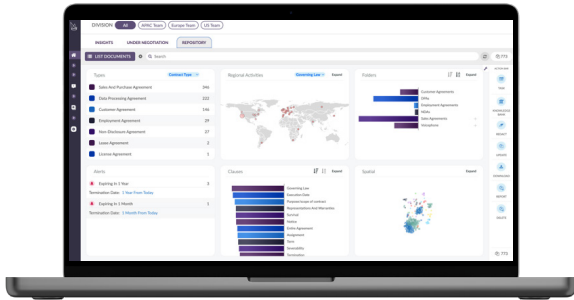


*Luminance's Traffic Light Analysis will take a first pass review of any incoming contract*

**“We need technologies like Luminance to stay connected within the team. I love the dashboard because it brings us together.”**

## AI-Powered Contract Repository

Luminance's AI-powered contract repository provides Hitachi's legal team with an instant overview of the key information present across their contractual landscape. Thanks to Luminance's ability to automatically identify over 1,000 key legal concepts out-of-the-box, the team can rapidly access granular contract detail such as clauses, document types, currencies, governing laws and anomalies.



*Understand the entire dataset at a glance with Luminance's AI-powered data visualisation*

Multiple teams across Hitachi are using Luminance's AI-powered insights to:

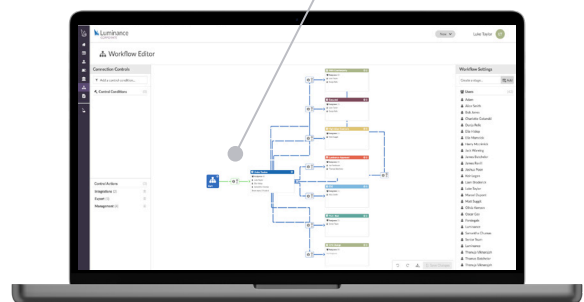
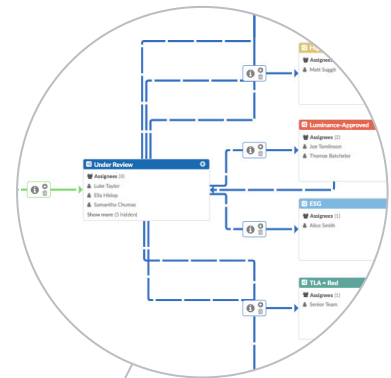
- **Maintain internal compliance:** Hitachi's lawyers can use Luminance's intelligent repository in the event of a data breach to find out the required reporting time frame
- **Enhance account management:** the operations team is able to rapidly identify which contractors can or cannot be used for certain client accounts
- **Inform financial reviews:** the finance department utilises Luminance during the accounting process in order to proactively identify new revenue opportunities

Additionally, Hitachi has become more strategic with its use of outside counsel since adopting Luminance. The legal team can simply generate a report of key clauses that need to be reviewed by their external counsel, who will review the relevant documents within Luminance rather than manually searching through a vast dataset. In this way, Hitachi has drastically improved its oversight of outsourced legal work.

**“Luminance has allowed us to keep more work in-house, utilise our legal team's institutional knowledge of the business and be more selective in the projects we send to external counsel.”**

## Streamlining Workflows with AI

Prior to using Luminance, Hitachi relied on email for its contract intake process, which increased the risk of siloed or lost documents. Now, agreements are created through Luminance's automated contract generation tool or, if on third party paper, uploaded directly into Luminance for AI-powered analysis. A newly formed contract administration team now takes a first pass review of incoming contracts, flagging any matters which require further assessment. As a result, Hitachi's lawyers have significantly reduced contract bottlenecks. For standard approvals, Luminance's easy-to-use Workflow Editor automatically routes contracts to the relevant team member, reducing the administration involved in workflow allocation.



*Luminance's easy-to-use Workflow Editor manages the efficient, compliant flow of contracts around an organisation*