



CUSTOMER CASE STUDY: M&A DUE DILIGENCE

# Portolano Cavallo



## Business background

Portolano Cavallo is a leading Italian law firm. Founded in 2001, the firm has offices in Milan, Rome and New York and employs over 50 legal professionals. Practice areas include litigation, M&A, venture capital, intellectual property, employment, cybersecurity, technological transactions and regulatory issues.

The firm's client base is largely international: over 60% of its clients are headquartered abroad, mainly in the United States. Therefore, it has an in-depth understanding of other legal systems and often advises its clients on issues of a transnational nature.

## Project

Portolano Cavallo decided to deploy artificial intelligence (AI) within its M&A department to assist with the organisation and comparison of multilingual documents in cross-jurisdictional reviews. Portolano Cavallo selected Luminance's market-leading platform after completing a short initial trial of the technology in the firm's Milan office, becoming the first Italian law firm to adopt AI.

Luminance, founded by mathematicians from the University of Cambridge, uses machine learning technology based on Bayesian probability theory to speed up contract review processes, such as M&A due diligence, without sacrificing accuracy. The system can sort, cluster and classify an entire data room in under one hour, presenting information in an intuitive dashboard while detecting anomalies that may pose a risk to a transaction.

“Luminance will help us to stay competitive in international M&A deals into the future.”

Yan Pecoraro, Partner, Portolano Cavallo

“Luminance’s capabilities and performance increase exponentially, week after week.”

**Yan Pecoraro, Partner,  
Portolano Cavallo**

“Luminance is a platform: a website that allows you to upload documents, contracts or judicial documents and then begins to analyse them by finding the thread that unites or differentiates them,” explains Yan Pecoraro, a partner in the firm’s New York office.

Luminance was quickly deployed within the firm as a secure cloud-hosted solution. On an initial project, the firm uploaded over 700 documents, written in Italian, English, French and German, for document review and clause extraction. The language agnostic technology immediately began to organise the data room and identified a number of new clauses. Portolano Cavallo’s lawyers could label these clauses with no technical training at all. This new learning remains in the firm’s instance of Luminance for use in future projects it conducts.

Luminance’s interface is easy to use, enabling Portolano Cavallo’s lawyers to compare clauses and investigate anomalies in a reduced time frame. Luminance’s complete suite of collaboration tools further streamlined the project workflow; tasks could be easily assigned and progress tracked, ensuring that lawyers could focus on the most delicate and complex aspects of advising their client on the deal.

## Benefits

Luminance has transformed Portolano Cavallo’s ability to carry out large-scale M&A transactions efficiently. The firm appreciated how the technology accelerated and streamlined their review without sacrificing insight or rigour. Ultimately, the technology saves the firm’s lawyers time, allowing them to conduct extensive, high-quality reviews for their clients.

In the initial project the firm conducted using Luminance, time savings of 33% were found compared to manual review alone. However, the firm expects this to rise as the M&A team continues to examine more documents using the Luminance platform and it gains more familiarity with Italian-language legal concepts.

“We found that Luminance shortened the time spent on document review in due diligence by over a third, freeing lawyers for higher value work,” said Yan Pecoraro, Partner at Portolano. “We foresee these improvements in efficiency helping us to stay competitive in international M&A deals in the future.”

## About Luminance

Luminance is the leading artificial intelligence platform for the legal profession. Trained by legal experts, the revolutionary technology is founded on the latest breakthroughs in pattern recognition and machine intelligence. Luminance reads and understands contracts and other legal documents in any language, finding significant information and anomalies without any instruction. No set-up or customisation is required – Luminance is ready to use on a firm’s first project in under a day. Whether used for due diligence, compliance, insurance or contract management, Luminance adds value to a legal team, freeing lawyers to focus on what matters.