

## M&amp;A DUE DILIGENCE CASE STUDY

## Halsten Legal

halsten legal  
department

Halsten adopted Luminance to support a complex and thorough due diligence investigation for Eneco, a producer and supplier of energy in the Netherlands. The team of five lawyers were tasked with checking the relevant documents for any provisions that might stand in the way of a demerger of one of Eneco's subsidiary companies. Since Halsten faced the prospect of reviewing a substantial volume of documents, they were aware that a full manual review would be both time-consuming for the legal team and expensive for the client. Halsten had previously used Luminance with success and thus the firm recognised the potential to transform the way they worked on this latest project.

Luminance uniquely combines supervised and unsupervised machine learning to read and form an understanding of the entire dataset, providing advisors with an immediate and unparalleled insight into the dataset at hand. Luminance rapidly analyses all documents, labelling key points such as clauses, document types and flagging anomalies. Halsten was able to complete 100% of the review in only two weeks – a fantastic result given that they were apprehensive about the scale of the project, with Roel Hakvoort, Project Manager at Halsten Legal, stating that this would have been a “time consuming task to do without Luminance”.

By quickly reading and analysing the documents and highlighting areas that might need further investigation, Luminance enabled Halsten to complete the work faster and using a smaller team of legal counsel.

### KEY FINDINGS

- Luminance's project management tools facilitated well-organized and structured working practices, saving the team 70 hours on project administration alone
- Halsten used Luminance's supervised machine learning to quickly teach the system new concepts and apply these to the document set
- The lawyers found the technology quick and easy to use, but valued the benefit of having an Account Manager to provide knowledge and support

## ARBITRATION CASE STUDY

### Halsten Legal



Further, this team were more familiar with the client and its business, and thus could analyse the documents in light of their experience working alongside the client, ensuring Halsten could provide the best possible service for Eneco. This particular project harnessed Luminance's supervised machine learning which allows Luminance to actively learn and become more bespoke with each use. Lawyers can add any number of additional tags which Luminance can then apply across the entire data set to all similar datapoints. Whilst typically lawyers might be looking to tag specific clauses relevant to a particular project, in this case Halsten's legal team were looking for specific permits in order to address change of ownership and also retrieve the land codes of all the parcels to address relevant party. Work of this nature would have previously required lawyers to open each individual document, search for relevant numbers, check they are correct and compare them against one another. By contrast, using Luminance the team could show the system an example of what they were looking for within the documents, and then Luminance would automatically highlight all instances of this wording across the entire document set. This allowed Halsten to complete the due diligence process quicker and with greater confidence in their results, with Roel Hakvoort, Project Manager stating, "the ability to instantly look for datapoints and compare them with other documents definitely speeded up the process."

Luminance's cloud deployment and ease of use was vital to the success of the project, allowing the team to be up and running without the logistical complications of previous

solutions. "The system is easy to use and intuitive... when you look at previous legal tech solutions, they were more difficult to implement, and a lot of companies had difficulties adopting them."

Nonetheless Account Managers remained on hand to support Halsten through its project 24/7, with Roel Hakvoort explaining, "our Account Manager was instantly available to give a sped-up short course to those involved in the project which was very valuable to us." By using Luminance, Halsten was able to provide the client with a high-quality report derived from analysis of the entire dataset, on time. Furthermore, Luminance enabled Halsten to capture the "tacit knowledge" gained in this project and transfer it to future reviews, as the technology learns and evolves with each use. Halsten will continue the use of Luminance across various practice areas including M&A due diligence, compliance reviews, data extraction, and more.

"Luminance is not only extracting data or finding clauses but actually facilitates the due diligence process with the workflow and task tools. Using software that facilitates this process should be standard equipment of a legal counsel involved in due diligence."

**ROEL HAKVOORT, PROJECT  
MANAGER, HALSTEN LEGAL**

## About Luminance

Luminance is the leading artificial intelligence platform for the legal profession, with over 300 customers in more than 55 countries. Luminance's machine learning technology reads and forms an understanding of documents, helping lawyers to perform the most thorough and rapid document reviews across practice areas including due diligence, contract negotiation, regulatory compliance reviews, property portfolio analysis and eDiscovery. Luminance has offices in London, Cambridge, New York and Singapore.