



Whitepaper

Cipla Medpro Gains Better Visibility Into Their Contracts



Brightleaf Solutions helps Cipla Medpro by organizing critical contracts and providing better visibility into them

Cipla Medpro South Africa (Pty) Ltd., is a wholly-owned subsidiary of Cipla India, the 3rd largest pharmaceutical company in South Africa, producing world-class medicines at affordable prices.

Cipla Medpro's Problem

Cipla Medpro had an urgent need to organize thousands of their most critical buy-side and sell-side agreements

Managing this challenging task with their own team of skilled attorneys was not a viable option for them. It would have meant highly skilled staff spending a significant amount of time performing tedious manual searching, cutting, and pasting. On the other hand, they were apprehensive about choosing an external vendor due to security concerns and the in-house skills required for management and oversight of the project.

"We were looking for an effective mechanism to organize our contracts within a tight schedule. It was a challenging task for our attorneys. We chose Brightleaf because their technology-enabled service promised to deliver highly accurate results."

- Nikhil Patel, Chief Legal Officer

related addendums. In addition, to get meaningful insight, they needed to mine tens of thousands of data elements from these documents, all within a short timeframe.

Cipla Medpro embarked on an extensive market study for a solution provider with a proven track record and found Brightleaf Solutions.

"Brightleaf who, along with their automation excellence and a highly competent team of attorneys did an amazing job of completing this within a short time. We now have far better insight into all the important terms and provisions in our contracts.

- Nikhil Patel, Chief Legal Officer

Brightleaf, with its unique blend of automation, manual review and Six-Sigma process made the entire procedure easy, fast, and affordable without compromising on quality.

Brightleaf's Tailor-Made Solution

Brightleaf transformed a large pool of scattered, disparate and disorganized documents into a structured, easily managed hierarchy, greatly improving Cipla Medpro's department efficiency. The service included:

- Removing irrelevant documents
- Identifying and eliminating duplicates
- Segregating the documents on the basis of type
- Linking associated documents i.e. parent and child
- Splitting multiple contracts within the same document
- Following a unique naming convention for identification of documents

Next, with a clear understanding of their document structure and contract language, Brightleaf consulted with a number of Cipla Medpro's stakeholders to determine which commercial terms, legal provisions and obligations were most critical. Then, using their software – a proprietary semantic intelligence engine – Brightleaf abstracted all the key attributes. They processed the results with a sophisticated Six-Sigma-based quality control process, and delivered tens of thousands of results in a searchable, structured database with near 100% accuracy.

About Brightleaf Solutions, INC.

Brightleaf provides a technology powered service to extract information using our own proprietary semantic intelligence/natural language processing technology, our own team of lawyers to check the output, and our own Six-Sigma process to deliver end-to-end, highly accurate, extracted data.

Your legacy contractual documents along with this extracted meta-data can be migrated into a Contract Lifecycle Management (CLM) system for tracking and reporting. This greatly enhances the value of your investment in the system. The data can be virtually anything, and it is customized for each of your types of contracts. All meta-data, terms and conditions, legal provisions, and even all obligations (which are usually scattered throughout your contracts) are extracted by our software. Our team of lawyers checks each-and-every extracted data-point against the original documents using a stringent Six-Sigma quality process, which delivers highly accurate results [\(download Strategy Brief\)](#).

This allows you to leverage the knowledge in your existing contracts, report on the extracted data, even recover hidden revenue (e.g. by policing penalty clauses in your supplier agreements) and comply with current and upcoming regulations.

FOR MORE INFORMATION, CONTACT

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