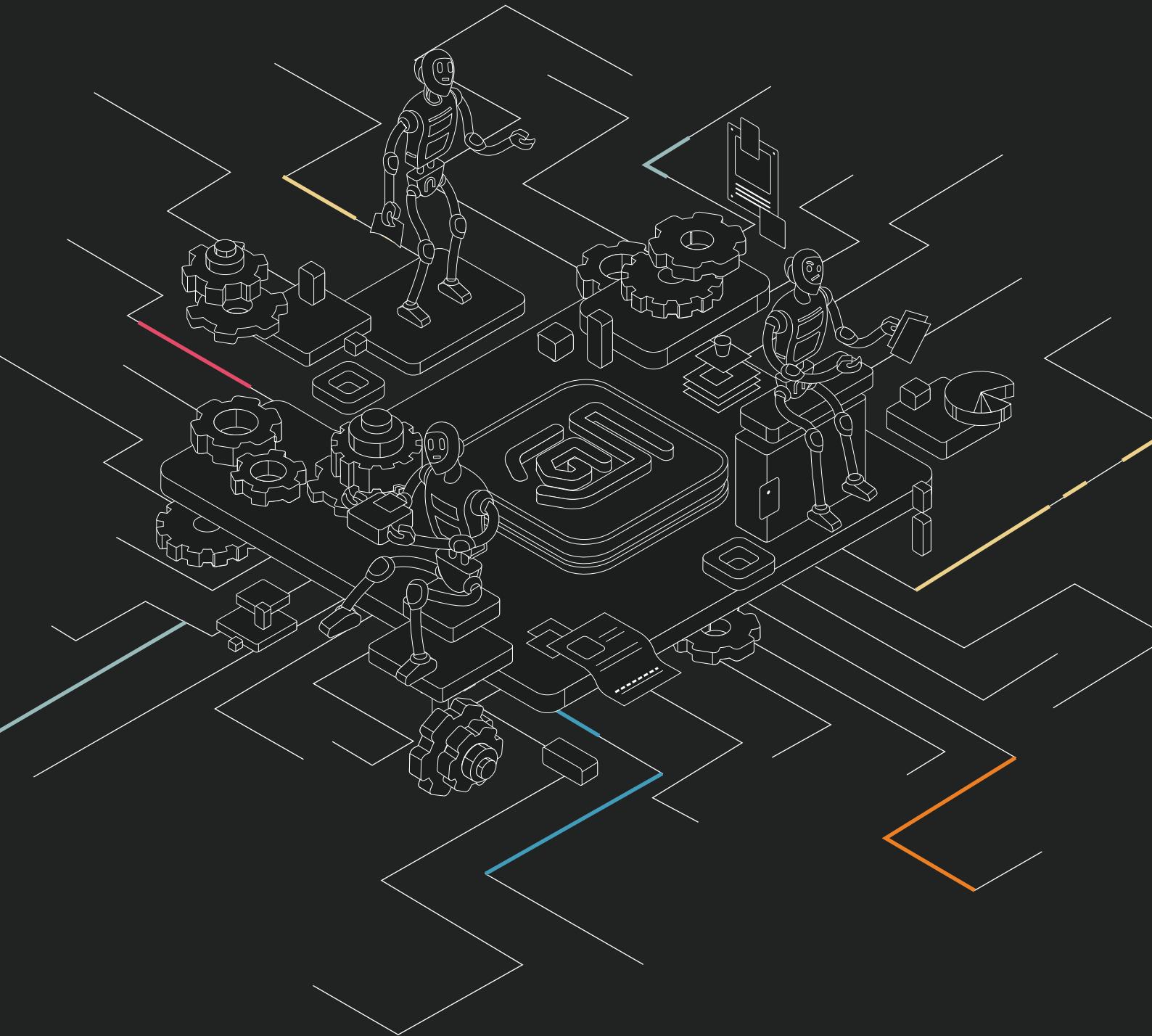




Global Legal Solutions

GLS Performance Managed Legal Services

Strategic Capacity Creation & Cost Reduction



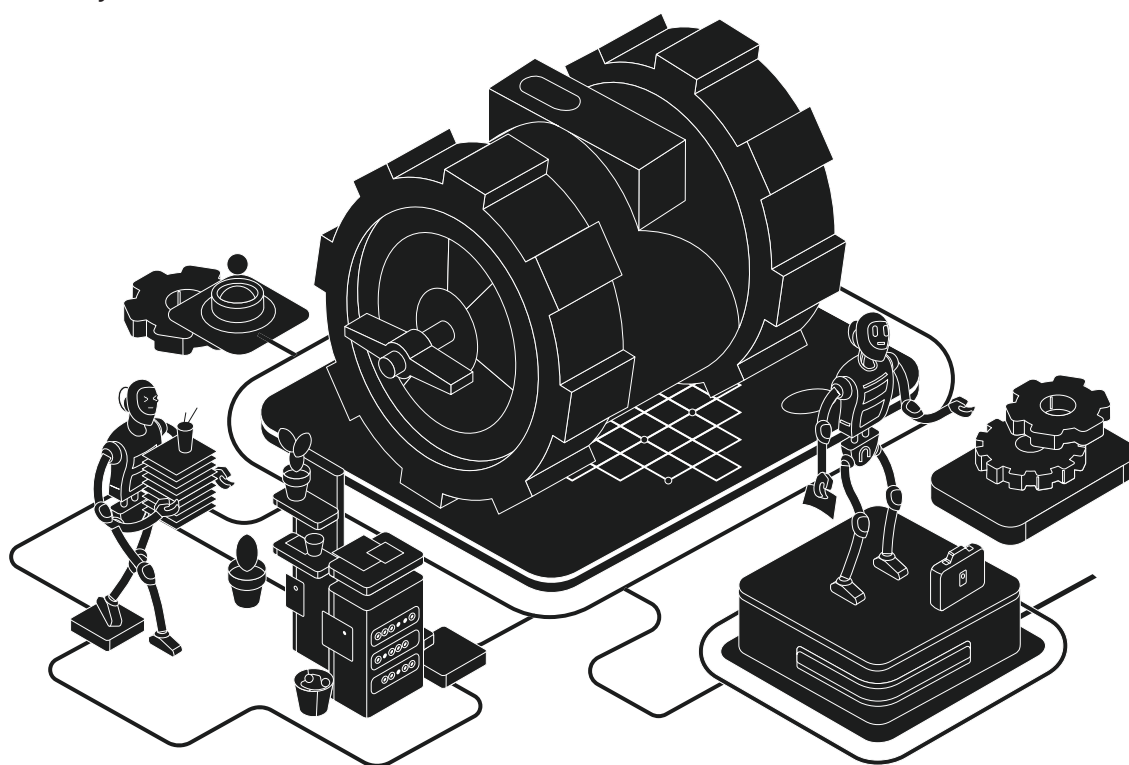


CREATE STRATEGIC CAPACITY, *REDUCE COSTS*

Sometimes an in-house legal team's most pressing need is to reclaim their strategic advisory capacity by being freed of certain legal dept. processes, which are important, but are less strategic.

GLS Performance Managed Legal Services (MLS) helps you achieve – performance managed end-to-end solutions for a wide variety of in-house tasks that are currently blunting your strategic focus.

We do so by optimising the target process so that it is delivered better, faster and cheaper than can be achieved by the in-house team.



DYNAMIC, *BY DESIGN*

GLS MLS's solutions are globally recognised for their ability to achieve process optimisation and peak productivity for client specific ecosystems.

Our process diagnostic tools, workflow optimisation, and technology enabled service delivery platform drives maximum efficiency outcomes. Outstanding legal talent also helps.

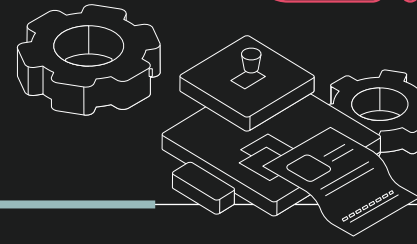
Each solution remains dynamically responsive to client changes whether in volume, scope or personnel changes. Put another way - we deliver "anti fragile" GLS MLS solutions.



GLS MLS SOLUTION SCENARIOS

HIGH SUCCESS

There are a growing number of scenarios where a GLS MLS solution can be effective. While you might have your own scenario in mind, these are our most common GLS MLS intervention scenarios:



ROUTINE CONTRACTING SUPPORT

Highly optimised end-to-end contract function support for qualified agreement scenarios.



COMPLEX CONTRACTING SUPPORT

A seamless & expert capacity to augment your team's need for complex contracting support.



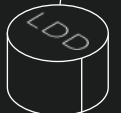
DATA PROTECTION SUPPORT

A fully responsive data protection capability to support your global DP needs.



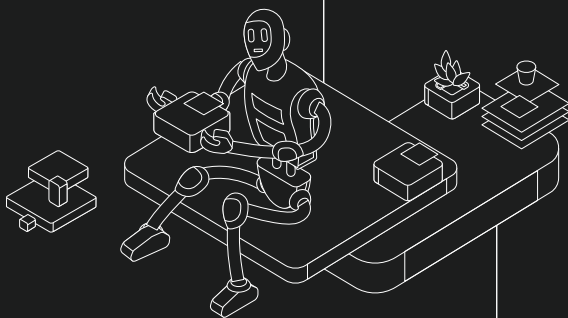
VENDOR ONBOARDING MANAGEMENT

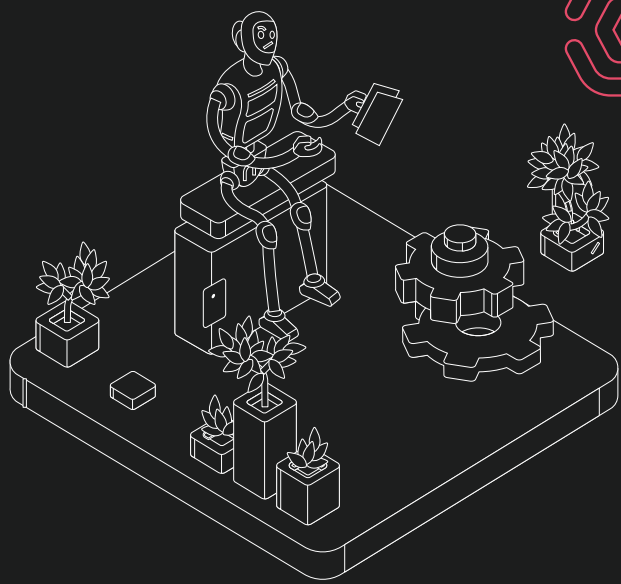
End-to-end support to efficiently onboard new vendors into your onboard ecosystem.



LEGAL DEPT. DOCUMENTATION

Optimisation of legal dept. documentation including template libraries, document standardisation & stability exercise.





REGULATORY ADAPTATION EXERCISES

Dedicated teams to assist in adapting your business as usual (BAU) to major regulatory events (e.g GDPR).



CORPORATE DUE DILIGENCE

Teams to conduct routine due diligence projects including establishing data rooms for pre disposal/IPO.



CLMS MOBILISATION PROJECTS

Assisting in-house teams with the "heavy lift" involved in migrating onto a new CLMS platform.



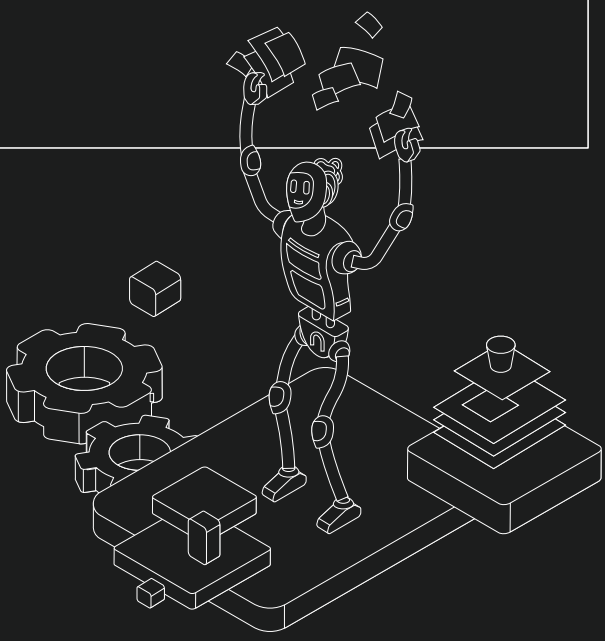
TRANSITION PERIOD SUPPORT

Managing transitional phase legal workstreams including assignments, novations, terminations, and notification workstreams.



PEAK BUSYNESS SOLUTIONS

Extend your team during peak busyness periods such as the end of financial quarter/year periods.





HOW WE *WORK?*

Every GLS MLS is delivered via 4 simple steps as follows:

PROCESS DEFINITION: We use our potent but minimally disruptive diagnostic tools to analyse your existing legal dept. process. We benchmark how you are performing against best in class peer competitors so you know where you are at and where you could be.

PROCESS OPTIMISATION: We work with you to “set the bar” in terms of your desired level of process performance. Any necessary process improvements/backfilling that is required is efficiently and cost-effectively delivered via the GLS Legal Operations Centre (LOC) platform.

PROCESS IMPLEMENTATION: We implement your curated GLS MLS solution to ensure seamless handover and minimal internal disruption. Each solution is supported by effective pre-mobilisation change management support strategies and implemented via our “failure not allowed” methodology.

PROCESS IMPROVEMENT: Every process can be continuously improved and all of our solutions are designed with continuous improvement in mind. We run data analytics on process performance to gain process improvement insights. Appropriate recommendations are discussed with you and introduced where agreed.

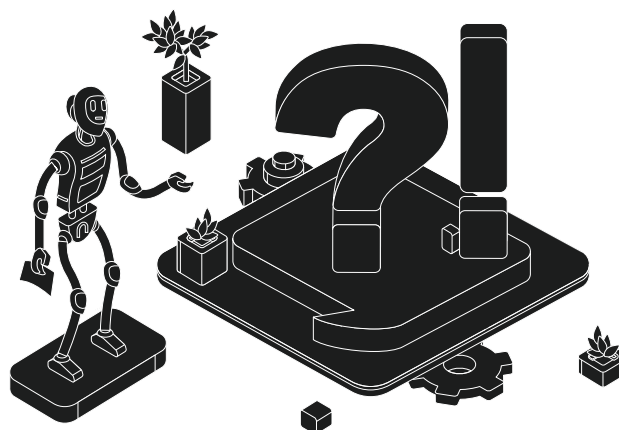
THE BETTER *GLS MLS SOLUTION*

YOUR PROCESS: The GLS MLS solution never loses sight of the fact that the relevant process is a process of “your” in-house legal. This becomes an essential design feature of our MLS solutions. We pay particular attention to ensure our solutions work on a “plug n play” basis within your ecosystem.

TAKE BACK READY: Every GLS MLS solution is built on the basis that you can “take it back” in-house at any time. This solution feature allows you to use our GLS MLS offerings to support your transformation efforts – to get individual processes up and running to a world class standard and then allowing you to seamlessly take it back to your legal team. It also means you remain as our GLS MLS client because you are happy, not because of supplier dependency.

DATA DRIVEN: We place great emphasis on data driven GLS MLS solutions. Our solutions generate volume, efficiency and performance based insights that allow you to remain confident about the underlying GLS MLS user case.

FUTURE READY: All our GLS MLS solutions benefit from our continuous work to optimise in-house legal dept. performance. As a leading provider of legal operations solutions globally, our ability to access the latest and process proven legal technology for the benefit of your project is second to none.

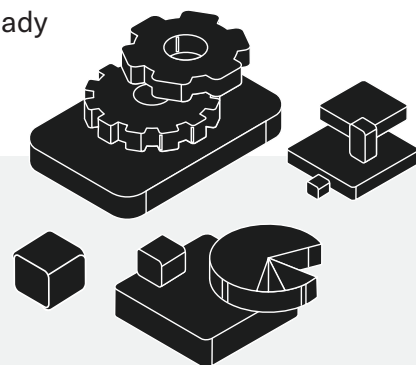




INNOVATE, *DON'T PROCRASTINATE*

A successful in-house legal team must move towards delivering greater strategic focus by achieving greater BAU efficiency. GLS MLS allows you to achieve just this via:

- **Problem Removal:** our solutions remove your problem, not replace it with another one
- **Process Optimisation:** we can make what you are currently doing perform better
- **Tool Sets:** our productivity tool sets are available to support your process performance
- **Constant Improvement:** we seek to deliver constant improvement to your process
- **LOC Credits:** qualifying GLS MLS solutions attract additional credit on the LOC
- **Data Data Data:** our solutions are data generative, tracked and optimised
- **Time Task Compression:** 30%+ time reduction for most routine legal tasks
- **Process Infrastructure:** you can source any supporting process infrastructure from the LOC
- **Scalability:** not every GLS MLS solution needs to deal with a high volume legal dept. process
- **Always In-House:** our GLS MLS solutions are built and perform as part of your team
- **Take Back Ready:** take back an optimised process whenever you are ready



UNBELIEVABLY AFFORDABLE – *AND SO MUCH MORE*

Our goal is to take over and improve your process to a best in class level that is take back ready. Accordingly, we charge for:

- **Process Assessment Stage:** fixed fee to assess your current state.
- **Optimisation Stage Fee:** agreed fees to create the optimised process you require (e.g. templates, SLA etc).
- **Operating Stage Fee:** an agreed fee to operate and manage your legal process for you.

We can use our diagnostic tools on process related data that you provide to work out an “enabling” construct for the operating stage fee.

There are 3 primary means of charging for the Operating Phase of an MLS solution:

Per Transaction:

A menu of costs with a fee per transaction type (e.g. NDA review costs \$X).

Per Hand:

The costs of the manpower that resource the process that you want managed (e.g. Mid Tier Lawyer costs \$Y ph).

Per Period:

A fixed fee to conduct an agreed volume of work over an agreed period (e.g. \$Z per month).



LESS THAN YOUR INTERNAL COST- *BUT WITH MORE FIREPOWER*

Our GLS MLS solutions are tool and process enabled. Your specific process support requirement needs to be carefully assessed in order to give you accurate data on actual costs.

However, if you wanted to understand how cost effective our GLS MLS solutions can be, take a look at our capacity plans below for the manpower component of our GLS MLS solutions to see not only great rates, but the additional value that we create:

GLS OVERFLOW RATE	FEES (EXCL. VAT)	STANDARD OVERFLOW RATE (P/H)	RM MANAGED	BASIC LEGAL TECH (INC)	LOC CREDIT
1000hrs	US\$199,000	US\$199	Y	Y	US\$15,000
400hrs	US\$91,600	US\$229	Y	Y	US\$4,500
100hrs	US\$24,900	US\$249	Y	Y	US\$650
50hrs	US\$13,450	US\$269	Y	N	N
10hrs	US\$2,990	US\$299	N	N	N

Standard Legal Tech Inclusions: Our standard legal tech support inclusions (e.g. the tools we place into our lawyers hands to do your work without cost to you) include:

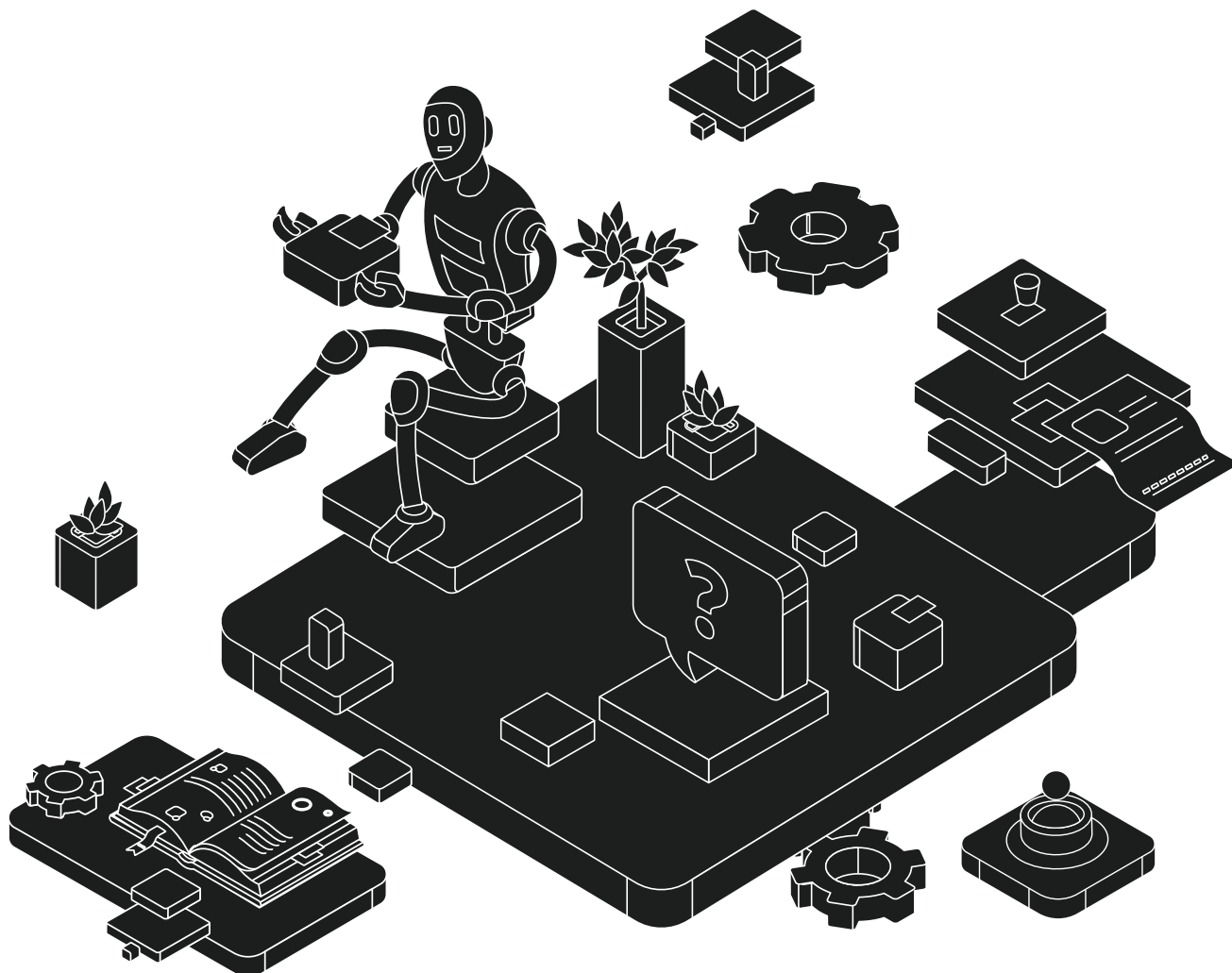
- GLS A.I. Contract Review
- GLS Clause Banks
- GLS Contract Checklists
- GLS GLP Policy Positions
- GLS Proof Reading
- GLS Auto Clause Generator
- GLS Template Library
- GLS My Resource Tracking

GLS Relationship Manager: our dedicated RM will assess your workflows and identify potential working practice efficiencies, provide reporting transparency and help you use your resources.

Legal Operations Centre Credit: for qualifying tiers, we give you additional credit to purchase digital solutions from the LOC – e.g. templates, policies, checklists, training etc. You can, on us, experience the exponential productivity outcomes of great lawyers with great in-house tools.



So, what's there not to like? At a price point the same (or even better) than the fully loaded cost of your own team members by reference to actual productivity hours – **GLS delivers the support you need, when you need it.**



GET *INTOUCH*

The GLS Group is proud to create optimally efficient, affordable legal services that benefit the world. We would love to help your business.

Please feel free to get in touch [here](#).



Global Legal Solutions

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APPENDIX A: GLS MLS CONTRACT PROCESS OPTIMISATION TOOLKIT

