

**CASE STUDY****LED 10,000 CONTRACTS. 70 DAYS. ZERO GAPS.****Client Profile**

A leading multinational pharmaceutical company with a diversified portfolio of established therapeutic brands and a strong global distribution footprint.

As part of a Fortune 500 group with 1,500+ employees worldwide, the organization operates within a highly regulated healthcare ecosystem, managing complex commercial, supply chain, licensing, clinical, and compliance-driven agreements across multiple jurisdictions.

The Business Challenge

Rapid expansion across global markets had resulted in a portfolio of **10,000+ active and legacy agreements**, including:

- Distribution Agreements
- Supply Agreements
- Licensing Agreements
- Clinical Trial Agreements
- CRO & Vendor Contracts
- Confidentiality Agreements



Due to jurisdictional variations and regulatory obligations, the contracts contained layered and complex provisions relating to:

- Indemnification & limitation of liability
- Regulatory compliance & reporting obligations
- Insurance requirements
- Termination rights
- Renewal and auto-renewal clauses
- Payment structures and milestone triggers
- Data protection & confidentiality

Initial internal abstraction efforts struggled to scale. Inconsistent interpretation standards, metadata inaccuracies, and integration challenges limited portfolio visibility and delayed compliance oversight.

The organization needed structured clarity, risk control, and executive-level visibility fast.

AEREN LPO's Intervention

AEREN LPO implemented a governance-driven, attorney-led manual abstraction framework designed for precision, consistency, and regulatory sensitivity.

No automation shortcuts.

No keyword-based extraction.

Only structured legal interpretation backed by rigorous quality control.

Our Structured Execution Model

Framework Standardization

- ✓ Defined 21 core legal and commercial abstraction parameters
- ✓ Developed interpretation guidelines for pharma-specific clauses
- ✓ Established renewal and expiry calculation logic
- ✓ Created structured reporting templates

Deep Legal Review

- ✓ Every agreement manually reviewed by trained legal professionals
- ✓ Complex regulatory clauses interpreted contextually
- ✓ Multi-scenario renewals and layered obligations carefully analyzed
- ✓ Non-standard compliance and liability terms flagged

Embedded Dual-Layer Quality Control

- ✓ 100% QC validation of abstracted data
- ✓ Escalation protocol for ambiguous provisions
- ✓ Discrepancy and deviation reporting
- ✓ Audit trail documentation

Governance & Visibility

Delivered centralized dashboards enabling:

- ✓ Active vs. expired contract tracking
- ✓ Renewal risk alerts
- ✓ Liability exposure mapping
- ✓ Regulatory obligation visibility
- ✓ Entity-wise contract classification



Results Delivered in 70 Days

10,000+ Agreements Structured & Abstracted

Within a defined, disciplined timeline

100% Portfolio Visibility Achieved

For the first time across global business units

25% Immediate Renewal Risks Identified

Preventing potential revenue leakage and compliance gaps

Regulatory & Liability Risk Reduced

Non-standard indemnity and compliance clauses flagged

Executive-Ready Reporting Enabled

Leadership gained one-click clarity into obligations, expiry, and exposure

Strategic Impact

The client transitioned from fragmented contract tracking to a centralized, governance-driven contract intelligence framework.

They gained:

- ✓ Predictable renewal planning
- ✓ Clear regulatory obligation tracking
- ✓ Reduced compliance exposure
- ✓ Improved legal operations efficiency
- ✓ Stronger commercial oversight

The Client commended AEREN LPO's precision-driven abstraction methodology, noting improved visibility, reduced risk exposure, and enhanced confidence in contract data reliability.