# How Professional Services Firms Are Using Kira

Kira is powerful, award-winning machine learning software that excels at identifying, extracting and analyzing text in contracts.

We originally developed Kira for contract review in M&A due diligence, where lawyers review hundreds or thousands of third-party contracts that are not already organized and might be in any number of file formats. However, our customers quickly discovered that Kira can just as easily be deployed in a wide variety of applications, wherever rapid and accurate search and analysis of contracts is required. This is possible because Kira's machine learning tool, Quick Study, makes it easy for all users, both technical and non-technical, to teach Kira to identify and extract virtually any needed provision from any contract.

In 2015 alone, Kira was trusted on over $100 billion of M&A transactions, and Kira is now in enterprise use at some of the world's largest professional services firms including firms from the AmLaw 100, Chambers Band 1, and Big Four. Here are some of their use cases:

M&A Due Diligence, Spinoffs and Divestitures

Kira helps complete contract review work faster while mitigating risk of errors and unexpected liabilities. Users consistently report savings of 20–60% or more time on contract review projects, even when it's their first time using the software. Kira does this by automatically highlighting and extracting relevant language from contracts in virtually any format. Summaries are created in seconds, and analysis that normally could take weeks of preparation can begin in only a few minutes. Kira has been trusted to date on over $100 billion of transactions, both small and large, including several of the largest public company spinoff transactions in 2014–15.
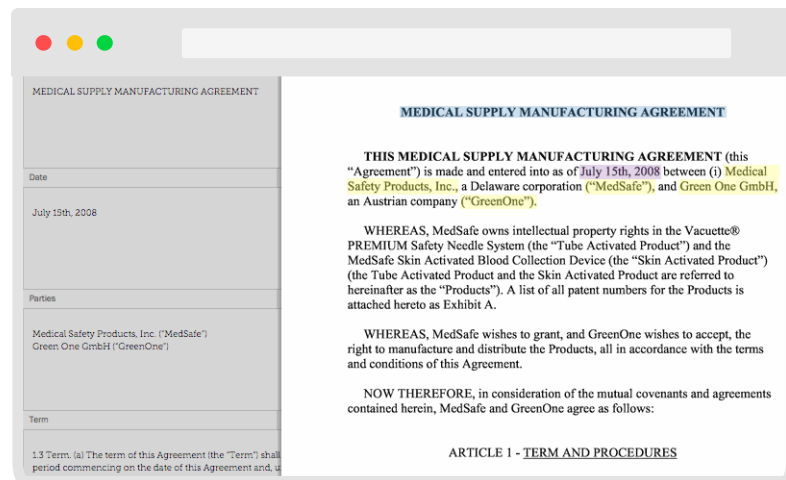
Expanded Due Diligence/Client Contract Analysis and Advisory

Many client contracts are never reviewed in due diligence because of the sheer expense. Only in post-merger integration does the client discover problems such as missed exclusivity or MFN provisions, nonstandard indemnities or unexpected obligations. Using Kira, firms can review more client contracts and provide more preventative advice and therefore better value to their clients. For example, one professional services firm used Kira to scan over 120,000 contracts to identify those that raised potential problems, and then performed a more focused review of 4,000 contracts that were identified as problematic. This is a far more strategic approach that removes the guesswork and lowers the risks involved in scoping down the review in advance.

According to various studies[1], companies lose an average of 5–12% of contract value due to lapses in administration of contract obligations. Some examples are missed renewal dates on auto-renewing contracts, failure to ask for credits when they are due, or failure to send invoices when money is owed. Professional services firms are in an ideal position to help. Projects may include:

A. **Contract simplification/optimization.**
Improve templates and playbooks by identifying standards and outliers.

B. **Obligation management.**
Improve the business' ability to track and manage required activities under their contracts. This could include general legal requirements such as notice, confidentiality, exclusivity, indemnification, and insurance.

---

1. For example, research from the independent International Association for Contract & Commercial Management (IACCM), measured the impact at 9%. See "Poor Contract Management Costs Companies 9% - Bottom Line," https://www2.iaccm.com/resources/?id=6845&cb=1448031608&
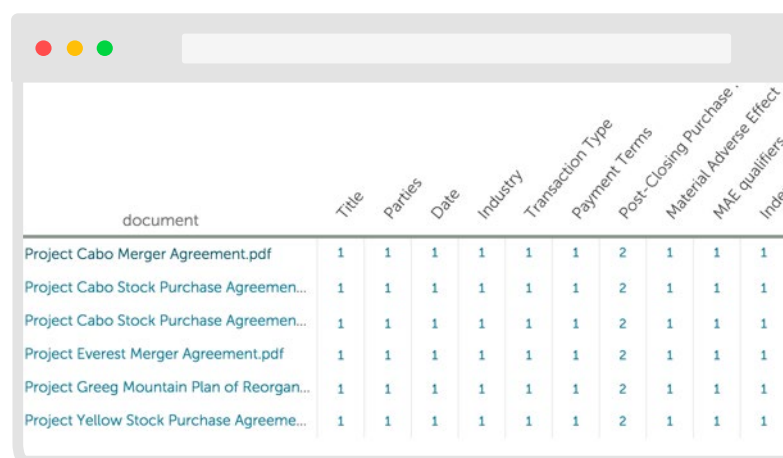
C. **Revenue recovery and cost savings.**
Identify missed opportunities to reclaim revenue or eliminate costs by tracking renewal dates, and credits due.

Real Estate Advisory and Transactions

Kira can dramatically speed the preparation of accurate and comprehensive lease summaries in support of advisory and transactional real estate practices. Using Kira, lenders and purchasers can get a quick overview of lease terms for a single building or an entire portfolio, in minutes if necessary. Kira can also help analysts and lawyers complete property due diligence faster and more accurately.

Knowledge Management for M&A, Finance, and Other Practices

Because Kira can accurately identify information at the clause level, it can accelerate the identification and organization of standard language across a document repository. Law firms and corporate legal departments use Kira to identify clauses and deal points from prior transactions, and then create a searchable archive of those provisions for use on future projects. For example, one finance-focused law firm uses Kira Quick Study to create and maintain a library of prior clause precedents for their credit agreements and other financial instruments. Now, whenever they start a new deal, they run the document through Kira, which identifies the clauses that should be checked against the prior deal database. This helps ensure consistency and accuracy of advice across the practice group.

document	Title	Parties	Date	Industry	Transaction Type	Payment Terms	Post-Closing Purchase .	Material Adverse Effect	MAE qualifiers	Index
Project Cabo Merger Agreement.pdf	1	1	1	1	1	1	2	1	1	1
Project Cabo Stock Purchase Agreemen...	1	1	1	1	1	1	2	1	1	1
Project Cabo Stock Purchase Agreemen...	1	1	1	1	1	1	2	1	1	1
Project Everest Merger Agreement.pdf	1	1	1	1	1	1	2	1	1	1
Project Greeg Mountain Plan of Reorgan...	1	1	1	1	1	1	2	1	1	1
Project Yellow Stock Purchase Agreeme...	1	1	1	1	1	1	2	1	1	1

Deal Points and Market Intelligence Studies

Firms with an extensive archive of prior deal data may want to analyze trends for purposes of producing market intelligence

reports and deal points studies to share with clients. Collecting this data manually is time consuming, and consequently, most studies look only at a small sample set. Using Kira Quick Study to train machine learning models that identify common clauses and deal points, firms can rapidly and automatically amass a searchable archive of these provisions, making it much faster and easier to identify the market standard across any deal point, and to analyze trends over time.

Risk Management and Compliance/Potential New Business Lines

Clients may need help reviewing contracts to identify areas of risk of noncompliance with FCPA, export control, or other regulatory issues. Kira includes built-in provision models that can identify these clauses across large volumes of contracts. Using Kira Quick Study, additional practices and client service tools can be created. Corporations have enormous needs for ensuring compliance globally, with requirements ranging from anti-bribery to privacy policies to data security. Even highly specialized and variable language can be identified accurately by creating custom provision models with Kira Quick Study. Once these models are created, the process of document review—even across extremely large pools of contracts—can be partially automated, and the models can be reapplied to other projects for additional clients. Over time, this helps to create additional business for the firm, around which additional legal services can be upsold.

Foreign and Multi-language Contract Review

Kira works on any Latin-script language. Firms have trained Kira to automatically identify contracts in French, Spanish, German, and several other languages. Using Quick Study, Kira can often be trained to identify new foreign language provisions within a few hours of commencing a project, and can often have a dramatic impact on speed of delivery of multi-lingual review projects. For example, a legal services provider used Kira first to sort through over 75,000 documents to cut down the scope of review to 10,000 contracts, of which 1,200 were in foreign languages. With Kira's automatic language detection, they were able to quickly identify the volume of foreign language contracts and then route them rapidly to the right native language experts for review, who then trained the system to automatically identify the important clauses in each language.

Kira's highly accurate machine learning technology can identify and analyze virtually any provision in any contract, resulting in customer-reported time savings of 20-90%

How can we help you?
kirasystems.com
info@kirasystems.com
+1.888.710.3454

These are just some of the categories of use cases where our customers are deploying Kira.