

# LexiContract AI

## Intelligent Contract Review & Abstraction

Series A Pitch Deck | December 2024

Legal teams spend 80% of their time on routine contract review. We're changing that.

# The Problem: Contract Review is Broken

**80%**

Of legal work is routine contract review

**\$400/hr**

Average attorney billing rate

**4-6 hrs**

Time to review a single contract

**15%**

Error rate in manual review processes

## Enterprise Pain Points

- Legal teams are overwhelmed with contract backlogs, slowing deal velocity
- Manual abstraction is inconsistent and error-prone across reviewers
- Critical clause deviations and risks are frequently missed under time pressure
- No standardized way to extract and compare key terms across contract portfolio

Fortune 500 companies spend \$50-100M annually on contract review alone

# Our Solution: LexiContract AI

Purpose-built AI for legal contract intelligence - trained on 10M+ contracts

## Instant Contract Review

AI analyzes contracts in seconds, identifying key clauses, obligations, and deviations from your playbook standards.

## Smart Abstraction

Automatically extracts 150+ data points into structured formats with 98%+ accuracy for your CLM systems.

## Risk Intelligence

Flags non-standard terms, unfavorable clauses, and compliance risks with severity scoring and remediation suggestions.

## Playbook Enforcement

Compare any contract against your approved templates and negotiation guidelines automatically.

## Portfolio Analytics

Aggregate insights across your entire contract portfolio - obligations, expirations, and exposure analysis.

## Enterprise Integration

Seamless integration with Salesforce, DocuSign, Ironclad, and all major CLM platforms via API.

**90%**

Reduction in review time

**98.5%**

Extraction accuracy

**3x**

Faster deal closure

**60%**

Cost reduction

# Market Opportunity

A massive and underserved market ready for disruption

# Market Size: TAM / SAM / SOM

Total Addressable Market

**\$50B**

Global legal tech market by 2027 | 8.5% CAGR

Serviceable Addressable Market

**\$12B**

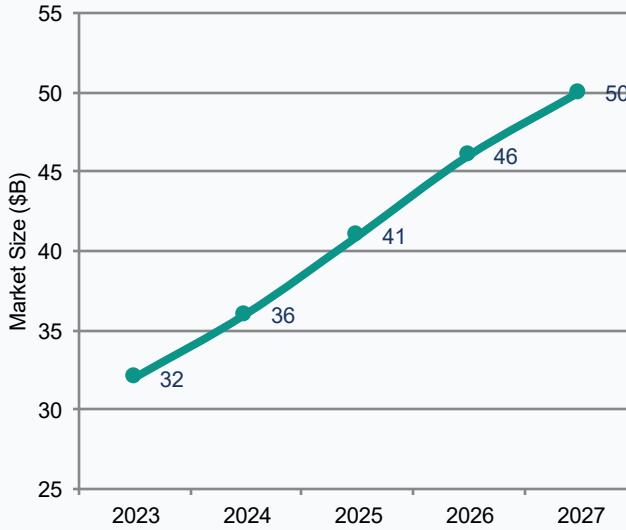
CLM & review automation segment

Serviceable Obtainable Market

**\$800M**

Enterprise AI contract review (Year 5)

## Legal Tech Market Growth



## Key Market Drivers

- Enterprises manage 20,000-40,000+ contracts annually
- Remote work accelerating digital contract workflows
- Regulatory pressure (GDPR, ESG) requires better tracking
- AI maturity enables production-grade legal NLP

# Business Model & Pricing

## PROFESSIONAL

# \$2,500

per month

- Up to 500 contracts/month
- Standard abstraction templates
- Risk flagging & alerts
- Email support
- API access (limited)

## ENTERPRISE

# \$8,000

per month

- Up to 2,500 contracts/month
- Custom playbook configuration
- Advanced risk intelligence
- CLM integrations included
- Dedicated success manager

## ENTERPRISE PLUS

# \$25,000+

per month

- Unlimited contracts
- Custom AI model training
- On-premise deployment option
- White-glove implementation
- SLA with 99.9% uptime

## Revenue Streams

SaaS Subscriptions	75%
Implementation Services	15%
Usage-Based Overages	10%

## Unit Economics

Average Contract Value	\$120K ARR
Gross Margin	82%
Net Revenue Retention	135%

## Customer ROI

Avg. Annual Savings	\$800K
Payback Period	45 days
Time-to-Value	2 weeks

# Traction & Key Metrics

**\$4.2M**

ARR (Dec 2024)

**185%**

YoY Growth

**42**

Enterprise Customers

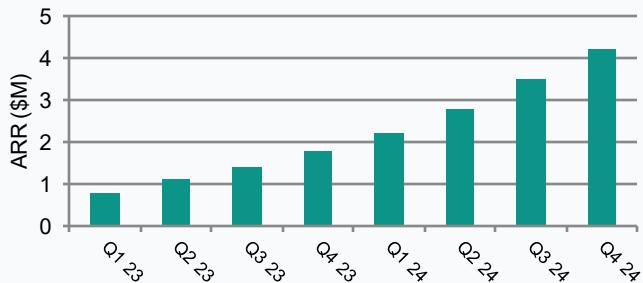
**1.2M**

Contracts Processed

**97%**

Customer Retention

ARR Growth



## Notable Customers

Fortune 100 Bank

Top 10 Pharma

Big 4 Consulting

Global Insurer

Tech Unicorn

Am Law 50 Firm

## Recent Milestones

- SOC 2 Type II certified (Q3 2024)
- Launched Salesforce integration
- Expanded to UK/EU market
- Released custom AI training module

# Competitive Landscape

## Feature Comparison

## Our Competitive Moat

- **Proprietary training data:** 10M+ annotated contracts
- **Legal-native architecture:** Built by lawyers & ML engineers
- **Network effects:** Model improves with each customer
- **Enterprise relationships:** Multi-year contracts

## Why We Win

- 3x faster implementation than legacy players
- 50% lower total cost of ownership
- Only solution with real-time playbook enforcement
- Modern API-first architecture vs. legacy systems
- Superior accuracy on complex multi-party agreements

# Go-to-Market Strategy

1

## Land with Legal Ops

Target VP Legal Operations at F1000 companies with contract volume pain points. Free pilot with 100 contracts to prove ROI.

2

## Expand via CLM

Integrate deeply with existing CLM investments (Ironclad, Agiloft, Icertis) to become embedded in workflows.

3

## Partner Channel

Strategic partnerships with Big 4 consulting and Am Law 100 firms who recommend and implement our solution.

4

## Product-Led Growth

Self-service tier for mid-market. Legal teams can start free, upgrade when they hit volume limits.

## Sales Motion

- **Enterprise:** Direct sales, 6-8 week cycle
- **Mid-Market:** Inside sales + self-serve
- **Law Firms:** Partner-led with revenue share
- **Target ACV:** \$100K-\$500K enterprise

## Marketing Channels

- Legal tech conferences (ILTACON, Legaltech)
- Content marketing + thought leadership
- CLO/GC peer network referrals
- Analyst relations (Gartner, Forrester)

## Geographic Expansion

**2024**  
US  
Enterprise  
Focus

**2025**  
UK & DACH  
Expansion

**2026**  
APAC Entry  
(Singapore,  
AU)

**2027**  
Global  
Coverage

# Leadership Team



**Sarah Kim**  
**CEO & Co-Founder**

Former GC at DocuSign.  
15 years legal tech.  
Harvard Law, Stanford  
MBA.



**Michael Rodriguez**  
**CTO & Co-Founder**

Ex-Google AI Research.  
Led NLP at Grammarly.  
PhD ML, MIT.



**Jennifer Chen**  
**VP Engineering**

Former Eng Director at  
Salesforce. Scaled  
teams 10x. Berkeley CS.



**David Thompson**  
**VP Sales**

Ex-Kira Systems VP.  
\$50M+ enterprise sales.  
Built team from 0-30.



**Amanda Patel**  
**VP Product**

Former PM Lead at  
Ironclad. Built CLM  
products used by F500.

## Advisory Board

**Richard Susskind**

Legal futurist, author

**Mary O'Carroll**

Fmr. Google Legal Ops  
Director

**Jason Boehmig**

Co-founder, Ironclad

## Backed By

Andreessen Horowitz

Bessemer Venture

Index Ventures

Insight Partners

## Team Snapshot

Total Employees

**65**

Engineering

**35**

Avg. Experience

**12 years**

# The Ask & Use of Funds

Series A Raise

**\$25M**

24-month runway to Series B

## Use of Funds

R&D / Engineering

45%

Sales & Marketing

30%

G&A / Operations

15%

Int'l Expansion

10%

## Key Milestones This Round

- Scale to \$15M ARR and 100+ enterprise customers
- Expand engineering team from 35 to 60
- Launch EU data residency and GDPR-compliant deployment
- Release next-gen AI model with 99%+ accuracy
- Establish strategic partnerships with 3 major CLM vendors
- Achieve profitability path with positive unit economics

## Financial Projections

2024  
(Current)

**\$4.2M**

42 customers

2025

**\$12M**

90 customers

2026

**\$28M**

180 customers

2027

**\$55M**

350 customers

# LexiContract AI

The Future of Contract Intelligence

We're building the foundation for autonomous legal operations. Join us in transforming how the world's enterprises manage their most critical business documents.

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**Let's discuss the opportunity**