



## Contract Comprehension and Comparison

Automatically review and compare content within contracts, highlighting conflict between your standard terms and client-specified items.



### CUSTOMER

*A large shipbuilding company in the world*

This company designs and builds offshore platforms and ships to a custom specification using hundreds of different components from a large vendor list in order to meet specific requests from clients.

### MANUFACTURING #shipbuilding

Shipbuilding presents complex design and build challenges that rely on expertise across multiple departments.

Throughout the process, the company exchanges many documents with clients, including product specifications and Requests For Proposals (RFPs).

### CHALLENGES

A complex build process with large investments at stake also involve detailed negotiations and contracts that need to be reviewed by different teams in the company to study conditions and risk areas.

Each contract has specific design, financial and legal conditions attached, each with the potential to compromise viability of the project. Different ways of describing similar terms adds a layer of complexity that may be missed under manual review.

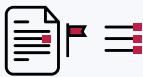
### 42MARU SOLUTION

1



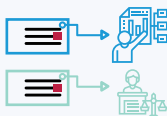
Analyses passages and clauses within contract to bring important information to attention

2



Flags areas of misalignment and displays in a list of exceptions for review

3



Sends an extract to each relevant department for review and annotations

Commercial and legal teams upload acceptable contract requirements

### APPLIED TECHNOLOGY

**Semantic search** seeks to improve search accuracy by understanding the user's intent instead of keyword matching alone. Topics and concepts can be linked and related information can be suggested.

Semantic

**Information Retrieval** technology allows for data, in various forms, to be organised for easy access and indexed for quick retrieval. Search decides what content, and in what form you see whenever you enter a query.

Search IR

**Paraphrasing** refers to machine understanding of semantic peculiarities when using varied words to infer the same meaning. Different ways for formulating questions that have a single answer.

Para-phrasing

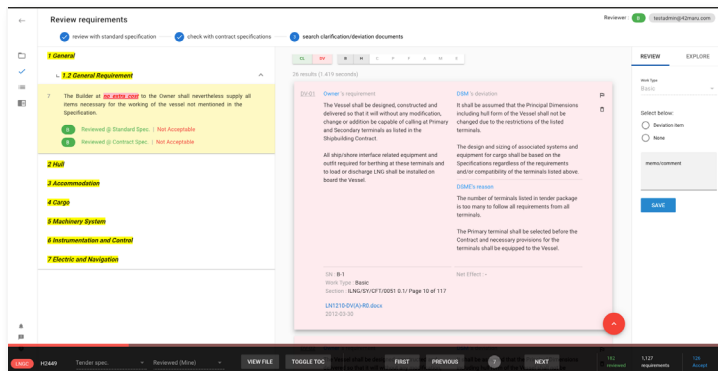
Unstructured data → Useful for business

[www.42maru.ai](http://www.42maru.ai)

## 42MARU SOLUTION (CONT)

Commercial and legal teams upload acceptable contract requirements, including all conditions to be met. The solution reviews the tender specification contracts searching for key conditions and flagging those that need to be reviewed, then it sends the highlighted part to the correct department to review and input information.

By using advanced search techniques, it can understand different ways of expressing the same conditions in different uses of language. 42Maru displays all those deviances from the normal conditions so negotiations only focus on disparaging points.



Specified hazardous contract terms can be flagged as '*for urgent review*'

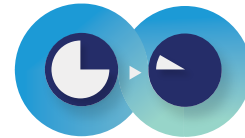
## BENEFITS



Faster finalized contracts reduce the sales cycle



Sensitive conditions are quickly found and dealt with



Workload is reduced from days to minutes by only focusing on the discrepancies

## OTHER APPLICATIONS

Compare the content, passages and sentences in any two documents that share a similar format.

**Aerospace** - Compare client-submitted contracts for new product/service projects

Also: Luxury vehicle, heavy machinery

**Legal** - Automatically detect errors/misalignment in passages within legal documents between parties

Also: Third party services, offshoring, franchising

AI CAN AUTOMATE YOUR CONTRACT CHECKING AND COMPARISON



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