DocuSign®

Agreement Cloud for Brexit Readiness

As the United Kingdom has now left the European Union, organisations are evaluating the impact the deal has on their operations. One thing is certain: businesses that sell to and buy from the EU need to understand what's in their contracts and have the ability to quickly update them.

But how does an organisation precisely and efficiently review and potentially renegotiate and execute thousands of contracts? And, further, how does an organisation avoid having to manually re-review those same contracts as subsequent changes roll out under Brexit?

The **DocuSign Agreement Cloud** can help. Here are 3 key strategies critical to Brexit readiness.

Identify risk areas across all your contracts automatically

Business relationships are defined by agreements — and assessing the impact of Brexit on a business starts with knowing what's in those agreements. But manually reviewing contracts spanning corporate shared drives and repositories is time-consuming, highly expensive, and prone to user error and subjective bias.

DocuSign Insight, uses powerful AI-driven analysis of agreements to provide 360-degree visibility into your agreements, regardless of where and how they're stored in your enterprise. To start, it creates a central, searchable index of your agreements, with built-in OCR (Optical Character Recognition) to make even imaged agreements searchable. Then, DocuSign Insight applies sophisticated machine learning to extract contract clauses and terms by concept, spotting issues and trends that mere text search would miss. What's more, Insight's pre-built **Brexit extraction pack** automatically identifies a range of contract provisions that may be significantly impacted by Brexit:

With search-by-concept, side-by-side term comparison, and visualised reporting dashboards, Insight makes it easy to gain a comprehensive understanding of your contracts and drill down to those that need attention — all whilst saving cost and reducing the time to start Brexit readiness programmes.

Brexit Timeline

31 December 2020
End of transition period

1 January 2021
UK left the EU single market and customs union with a deal

DocuSign Insight automatically extracts contract terms that may be significantly impacted by Brexit

 Governing Law Jurisdiction
 Dispute Resolution
 Territory Definitions & Locations
 Currency & Pricing
 GDPR
 General Regulations
 Taxes & Tariffs
 Termination & Renewals
 Transition Services
 Force Majeure

Generate and negotiate new and revised agreements easily

Once you've identified the clauses and elements to be modified within your agreements, you'll need to amend and re-negotiate contract terms. Traditionally, "re-papering" agreements with a range of business partners and service providers was a painstaking, costly, and error-prone process. **DocuSign CLM** streamlines this process by automating contract creation, negotiation, and approval. DocuSign CLM helps you efficiently build contracts by leveraging previously-approved clause language and source data from your enterprise systems; it also helps shepherd agreements through complex negotiations and proprietary workflows to gain approval.

Get consent and sign new and revised agreements quickly and efficiently

When time is of the essence and risk abounds, agreements revised for Brexit readiness need to be executed in an efficient, reliable, and legally-binding way. **DocuSign eSignature** provides reliable enforceability of revised agreements with time-stamped, tamper-evident, and court-admissible audit trails. Plus, DocuSign's advanced workflow tools accelerate your execution process: The bulk-send feature allows you to gather individual consent from a large number of users, while automated reminders and conditional routing keep complex approvals on track. With these advanced capabilities, DocuSign eSignature gives you the power to maintain relationships with confidence. By offering an open integration framework as well as over 350 ready-made integration solutions with applications like Salesforce, NetSuite, SAP and more, DocuSign helps you move fast in times of rapid change and uncertainty.

Brexit might also impact your T&Cs, privacy policies and other standard terms which you will need to update and for which you may need to capture consent from your partners and customers. **DocuSign Click** provides an easily-auditable mechanism to capture written consent to standard terms, all with a single click. Administrators can configure the clickwrap layout, enforcement methods, and delivery methods, as well as manage updates to existing agreements. Click captures date, time, and other critical info in the audit trail, along with clear visibility into which user agreed to which version of an agreement.
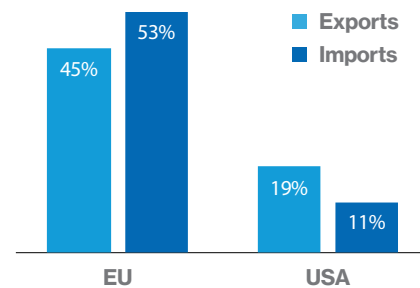
Agreement Cloud products for Brexit readiness

DocuSign Insight
DocuSign CLM
DocuSign eSignature
DocuSign Click

UK – EU trade

£**291** billion
UK exports to the EU
(45% of all UK exports)

UK trade in goods and services with EU and USA compared, 2018 (%)

■ Exports
■ Imports

EU	USA
45% / 53%	19% / 11%