

Wesfarmers Increases Speed and Consistency When Reviewing Contracts with ReviewAI



The Challenge

With a very high volume of software as a service ("SaaS") contracts coming through Wesfarmers' legal department, Sheldon Renkema, General Manager, Business Development at Wesfarmers Chemicals, Energy & Fertilisers (and former

General Manager, Legal Corporate), was looking for an artificial intelligence ("AI") solution that would help Wesfarmers' legal team manage them in a faster, more consistent manner across a large organization.

Renkema had looked for an AI contract review solution before. Over four years, he and his team had tested several AI-enabled products but found that they under-delivered on their promises. "The pitch was always really interesting. The promise was great. But when we saw it in action and tried it, it didn't deliver," says Renkema. Despite this, he and his team continued to look for a solution due to an increasing volume of SaaS contracts and pressure to be more consistent in negotiating contracts.

After having a trusted law firm recommend Onit's [ReviewAI](#) contract review product, Renkema was willing to give it another try.

How ReviewAI Helped

In first seeing Onit's ReviewAI product, Renkema was impressed.

Putting together their contract playbook helped give his team clarity about their positions on specific parts of the contract. He found the implementation of the product seamless and easy. "It was relatively quick, and I liked the way that the team doing the implementation stuck to their promises. They said they'd get things done in a particular timeframe and they did."

"When Onit showed us the precision product [ReviewAI] and the Word plugin they had, that really hit the spot for us. I was super impressed with that."

Sheldon Renkema, General Manager
for Business Development Wesfarmers

The legal engineer team took the playbook, implemented the ReviewAI build and built the application in Word. "It wasn't a situation where we had surprises around implementation cost or delays...they did what they promised, and it worked well," says Renkema. In addition, ongoing support has been a very positive experience. Renkema and his team can call their responsive Onit team with any questions and get a quick resolution.

Once ReviewAI was fully implemented, Renkema was impressed with the results. "It clearly sped up reviewing contracts. Secondly, it improved consistency, particularly for team members that are working in an area of law they're not so familiar with."

Renkema also likes the ReviewAI Word plug-in, which allows his lawyers to work in the application they are used to. "You can just go through the different checklists, aspects of it, and make sure that everything's covered off while you're working in Word. Having them in that place works super effectively."

"The pricing is great. The product is superior too. So you have those two benefits which make it a no brainer, really."

Sheldon Renkema, General Manager for Business Development Wesfarmers

What Next for Wesfarmers?

While the Wesfarmers legal team started using ReviewAI specifically for their high-volume SaaS contracts, which he feels are largely solved for, there are many use cases they see for the product in the future. Having a quick and easy way to review non-disclosure agreements is next on the list, as well as services and consulting agreements. The driver, again, is the speed of review of contracts as well as consistency.

They want to continue to use ReviewAI for an increasing number of contracts because it works so well, and internal adoption has been good. "I think that this solution does sell itself [internally] because of the way it makes things easier for users," says Renkema.

As far as recommending ReviewAI, Renkema says, "This is a really good value solution. The pricing is great, I think the product is superior too, so you have those two benefits, which makes it a no brainer, really. I would recommend it."

About Wesfarmers

Wesfarmers is a Australian Company employing some 107,000 people with a market capitalisation of \$66bn. Wesfarmers has a diversified portfolio of operations including hardware, office supplies, apparel and department store retailing; gas processing and distribution; chemical and fertiliser manufacturing; and distribution of industrial safety products. Some of Wesfarmers recognised brands include Bunnings, Kmart, Target Australia, and Officeworks.

About the Precedent platform

ReviewAI is powered by Onit's [Precedent](#) AI platform. It automates and improves both legal and business processes for corporate legal departments, law firms, contract professionals, and procurement teams. With the single mission of helping business professionals get more work done faster, the AI engine automates existing mundane, manual and costly legal processes enabling continuous learning and workflow improvements. The Precedent intelligence platform brings together advanced AI techniques to empower organizations with artificial intelligence that reads, writes, and reasons like a lawyer.

For more information on Precedent visit: www.onit.com/products/onit-precedent.

To learn more about ReviewAI, visit www.onit.com/products/onit-reviewai.

To schedule a demonstration, visit www.onit.com/schedule-a-demo or email info@onit.com.



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