gruve

AI-Powered MSA Reconciliation
for Faster Deal Closure

✓ Expedited quarter-end deals, minimizing legal bottlenecks.

✓ Empowered AEs to self-reconcile contracts, reducing legal dependency..

✓ **Lower legal costs** due to reduced manual reviews.

✓ **Improved compliance** with AI-driven risk flagging.

✓ Enhanced customer satisfaction with a streamlined redlining process.

Deal cycle times
20% Reduced

Industries: Technology (SaaS), Manufacturing

Functions: Sales, Operations, Legal

Why Us:

- AI/ML and Data Science expertise ensures real-world compatibility.
- Decades of SaaS B2B experience help design long-lasting solutions.
- Streamlined teams enable measurable results across the business.

Challenges

- Sales teams often face last-minute delays in closing deals due to contract redlining and legal approvals.
- Legal teams are overwhelmed with multiple contract reviews, causing bottlenecks.
- Account Executives (AEs) struggle with manual reconciliation of redlines between internal legal and prospect legal teams.
- Delayed deal closures lead to missed revenue targets, especially at the busy quarter end.

Solutions:

- AI-powered contract review within Salesforce allows AEs to automatically reconcile MSA redlines without waiting for legal.
- AI identifies key deviations from standard contract terms and suggests auto-resolutions.
- AEs can instantly approve, escalate, or modify redlines from within Salesforce.
- Integration with e-signature solutions enables seamless execution.
- AI-driven risk flagging and recommendations ensure compliance and minimize exposure.