



LegalSifter Implements PrizmDoc Editor for Improved Contract Automation

Business professionals review contracts daily and need a secure, intelligent way to understand the legal obligations and opportunities within documents they review. Word documents are standard in the field, but pertinent information can often be trapped in an older format, which often adds undue complexity to the contracting process. LegalSifter is an AI and legal expertise technology company, created at Carnegie Mellon in 2013. Their mission is to empower people with information to make the the process of reviewing and editing contracts simple, affordable, and efficient.

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Accusoft was there for us. We were adding new functionality into our product and our use case was new for Accusoft, but we worked together as one team to implement new solutions for our users.

- Stefanie Zukowski,
Director of Operations
at LegalSifter

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Overview

LegalSifter began looking for an editing integration solution that would work with their AI to sift through documents, capture legal concepts, and redline existing contracts with curated help text. The situation was unique, and they needed a partner that they could trust with this large undertaking. “We take in documents from the wild,” states Stefanie Zukowski, Director of Operations at LegalSifter. “We needed a solution that was able to render any Microsoft Word format within our application quickly and easily.” LegalSifter wanted a unique solution and an innovative partner to help them bridge their technology gaps.

The relationship was twofold. LegalSifter entered the project with the assumption that the hardest part would be building successful communication between PrizmDoc Editor and LegalSifter’s AI, but they soon found out that it was the Microsoft Word file formats that were hindering the progression. “The PrizmDoc Editor team improved the product to meet our needs and helped us solve our problem,” states Zukowski. “Every interaction with your team is positive. I feel like Accusoft is 100% invested in us as a client and a partner. I was originally concerned that you might forget about us once we went live, but the communication has been consistent and we are still able to escalate issues when we need to.”

Challenges

Before finding PrizmDoc Editor, LegalSifter was working with a competitor. They needed a look and feel that was more professional, and wanted a solution that made their product feel polished and clean. "We started our search on Google, and quickly found PrizmDoc Editor. It unlocked a huge growth potential in our product just with the added offerings," Zukowski remembers.

LegalSifter was impressed with PrizmDoc Editor's look and feel, but the product's other features were above and beyond what competitors were offering. "It really wasn't a contest once we saw the product itself. The features and functionalities were a big piece of the evaluation. We had to determine if the product would work with our AI sifters," said Zukowski. "The sifters need to be able to perform with the same accuracy, and any integration needed to respond as well or better than the solution we had in place. We were very pleased with the baseline performance in testing, and it made a huge difference that Accusoft was willing to do a Statement of Work (SOW) to give us the confidence we needed to move forward."

Results

Once LegalSifter picked Accusoft as its partner, the work began. They needed to enhance their existing tool with a solution that could render a large variety of Word documents, helping their technology to sift through contracts, identify redlines, and add suggested clause solutions for a revision. LegalSifter's end-users needed to be able to upload a document, understand the redlines, and take action to fix the clauses.

LegalSifter needed the ability to programmatically retrieve the raw text of a Microsoft Word document. This raw text would feed the company's AI-powered sifters that determines if the contract includes all of the necessary clauses. LegalSifter also needed a way to programmatically insert comments into a document at a specific location in the text after the sifting was complete. After PrizmDoc Editor was integrated, the technology now presents the contract to the end-user with comments inserted from the extracted text. These comments identify legal concepts, provide help text, and even recommend language.

Next, PrizmDoc Editor programmatically tracks changes to comments made while editing a document. This enables LegalSifter's technology to keep track of who made changes to what comments. The integration helps the end-user resolve, unresolve, and delete comments as a batch. When a user decides that the contract is final, they can resolve all of the comments in the contract and output the final agreement.

"We love that people are able to have interactive experiences with us," says Zukowski. "One of the primary functionalities we needed was a bulk dismiss action, and we now have the capability to do this all at once, while maintaining the added redlines."

LegalSifter helps its end-users identify the redlines and uses its AI sifters to identify legal concepts. PrizmDoc Editor is used for the rendering and editing of the documents, with the AI sifter expertise in context. Using PrizmDoc Editor, the end-user is able to paste suggested clause content into the contract, and it's added as an in-text comment. The user can highlight the clause as well to let other collaborators know what's changed.

"Having direct access to Accusoft's engineers helped us move quickly, especially during rollout. The PrizmDoc Editor team hopped on calls, even late at night, so we were able to roll out the integration on time for our customers," states Zukowski.



Results (continued)

As soon as the technology launched its new interface, LegalSifter went live in 18 countries within one weekend. The program launched to over 325 end users. "In the month we rolled out, we had the second highest month of document sifting in company history. It was the highest utilization of the product we had ever seen. The new functionality really got a workout," states Zukowski.

"The feedback from our users is all positive," Zukowski beams. "I was mentally prepared for the typical new rollout complaints. After watching many product rollouts, this one was so smooth. We really took a lot of pain and grit into putting this out, but every staff member is proud of it. Our clients are happy, and we are positive this will propel us forward."

Zukowski cannot say enough about the grit of the Accusoft team. "We figured out how to address problems with each other, and it makes both of us better. That's the kind of company we want to partner with," affirms Zukowski. "We are very selective about the companies we choose to work with, and Accusoft has really met us in the weeds. I definitely see us expanding features and maybe even products in the future." The teams continue to partner together to maintain LegalSifter's functionality within their platform.

About Legal Sifter

Born of Carnegie Mellon University in Pittsburgh, Pennsylvania in 2013, a city at the heart of the artificial intelligence evolution, LegalSifter exists because its leaders believe that thinking-reading-writing technology will unlock the potential of the legal profession to become affordable. We have started with contracts, the most important documents in global commerce. Where we go next will be limited only by the imagination of our team, clients, partners, and the industry. To learn more about LegalSifter, please visit www.legalsifter.com.

About Accusoft

Founded in 1991, Accusoft is a software development company specializing in content processing, conversion, and automation solutions. From out-of-the-box and configurable applications to APIs built for developers, Accusoft software enables users to solve their most complex workflow challenges and gain insights from content in any format, on any device. Backed by 40 patents, the company's flagship products, including OnTask, PrizmDoc Viewer, and ImageGear, are designed to improve productivity, provide actionable data, and deliver results that matter. The Accusoft team is dedicated to continuous innovation through customer-centric product development, new version release, and a passion for understanding industry trends that drive consumer demand. Visit us at www.accusoft.com.