



Cloud
Contracts
365

The Problem

- Legal services are unaffordable for most businesses. Hiring a lawyer is expensive and can be very slow.
- This leads to businesses DIY-ing their contracts with no legal experience and implementing poor contracting processes.
- Many Partners clone old contracts, inadvertently copying across outdated and unenforceable contract terms to new clients.
- Partners are carrying too much legal risk in their business. This impacts profits and inhibits growth.

The numbers don't lie....

- **31%** of Microsoft Partners surveyed “**never**” or “**very rarely**” use a lawyer. [\(Source: Law 365\)](#)
- **44%** of Partners get legal advice “**only if absolutely necessary**”. [\(Source: Law 365\)](#)

It's a bigger problem as you grow.....

- The average UK SME is likely to encounter more than **8 legal issues a year**. [\(Source: YouGov\)](#)
- **43%** of these issues resulted in costs of **£5,000 or more**.

Features to future-proof your business



Contract Builder

- **Creates contracts quickly** with simple and questionnaires.
- Provides **expert guidance** on how to answer questions.
- Gives access to over **£40,000 worth of templates** designed for IT and technology companies.
- Has **Microsoft specific clauses**.
- Is **always updated** with new legislation and Microsoft terms.



Contract Reader

- Combines the power of **machine learning analysis** with a proprietary expert **legal knowledge base**.
- Reviews contracts in seconds.
- **Speeds up sales:** Turn around contracts in record time.
- Helps you understand how to find and **mitigate your risk**.
- Provides a **Contract Risk Score**.
- **Saves £££** in lawyer fees



Contract Manager

- Speeds up contract execution with **e-Signatures**.
- Provides a centralised **single-source-of-truth** for all your contracts with free document storage.
- Reminds you about key dates with automated contract **renewal reminders**.

Contract Lifecycle – Where We Help

Drafting

- Quickly create contracts using templates designed for Microsoft Partners.
- A standardised and scalable drafting process.

Review & Negotiation

- Review amendments made by your client's lawyer in seconds.
- Understand and mitigate your legal risk.

Manage

- Store in your dedicated repository.
- Keep track of your contract renewal dates via automated reminders.

Execution

- Frictionless contract execution with e-Signatures.
- Notification when all parties have signed.

Support

Support available at every stage from Law 365 Lawyers*

* Additional cost

We are Microsoft legal specialists

We serve **all technology partners** and also specific Microsoft terms (for those businesses needing it) in Cloud Contract 365 templates such as:

- New Commerce Experience (NCE)
- Claiming Partner of Record (CPOR)
- Claiming Partner of Record (CPOR)
- Transactional Partner of Record (TPOR)
- Global Administrator Rights