

# The Legal & Compliance Operations Platform for Demanding Business Communities

March 2023

# Company snapshot

Headquartered in France, on the market for three years. We sell **SaaS Legal & Compliance operations Platform**

Our clients are large corporate, headquartered in Europe with 10,000 to 100,000 employees, *Agile Leaders*.

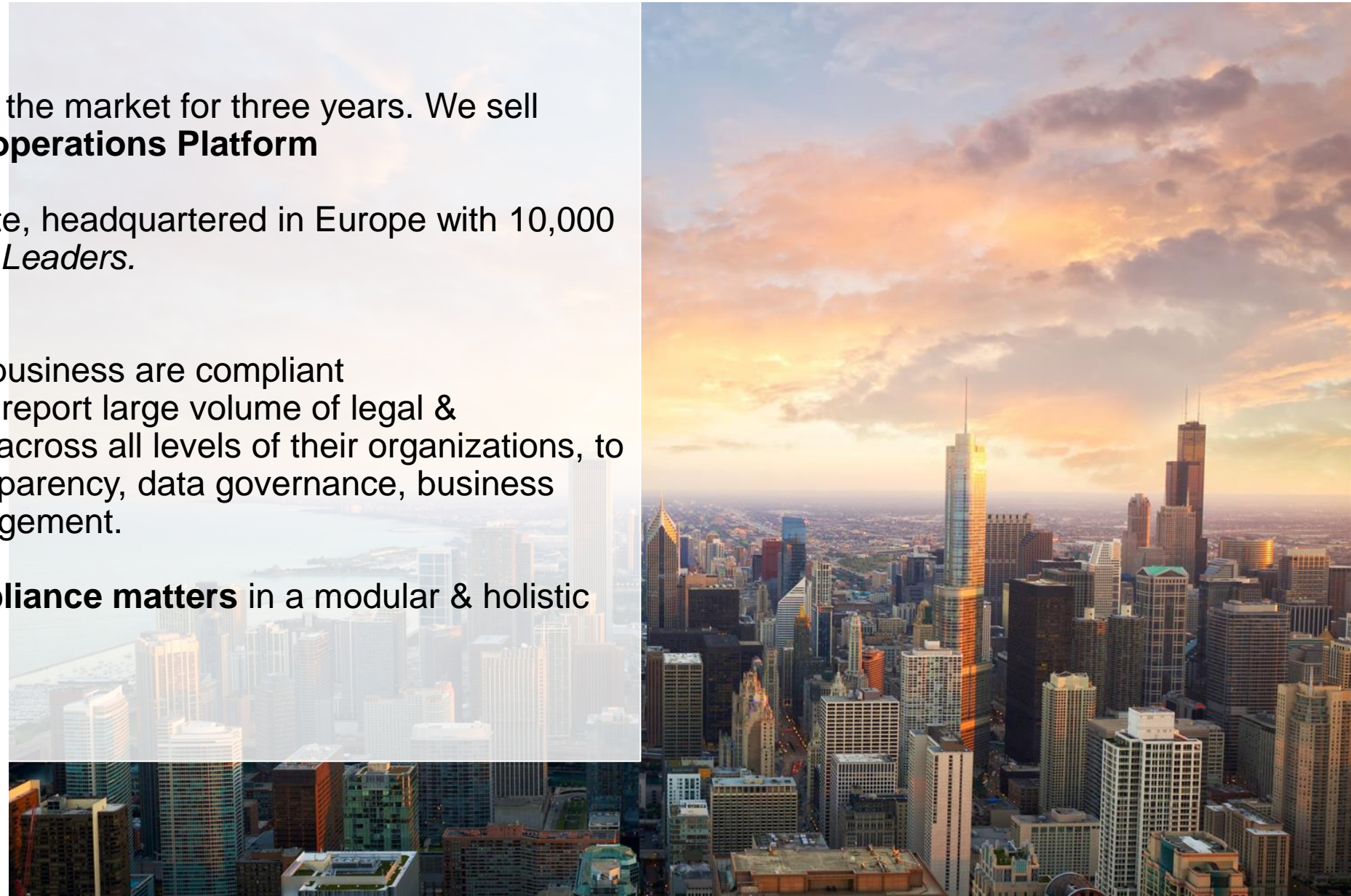
Who need:

- to make sure people and business are compliant
- to process, centralize and report large volume of legal & compliance data and WF, across all levels of their organizations, to enhance auditability, transparency, data governance, business intelligence and risk management.

We cover **key Legal & compliance matters** in a modular & holistic approach

Microsoft  
Partner

Gold Application Development



# Our Vision



Jean-Marie  
Valentin  
Founder CEO

« **Each member of any business organization** bears increasing legal & compliance constraints and obligations.

Legalcluster is the first legal & compliance operation Platform designed with **business people's** pain points and outcomes top of mind.

This is what makes Legalcluster so special.



Legalcluster covers **matters that really matter...** to businesspeople

**Our solution is an integrated, modular, configurable, collaborative** user centric platform. Each module is designed as a “mini Apps” that enriches the client’s super Apps.

because we know that bringing value to each member of a business organization is the best path to deliver **ROI at scale and to transform the whole organization into a virtuous business community.**

- Matter Management
- Ethics & compliance
- Governance
- Community





Legalcluster eases the **spreading of legal & compliance culture, guidance and policies**

**facilitates collaboration** on legal and compliance matters

**simplifies, secures, and accelerates** key legal & compliance process by at least 75%

**enhances instant centralization** and consolidation of related data, at scale

Accessible to all, user centric, Legalcluster is designed to **provide each organization's member** with an easy access to proper people, data, workflows, services and reporting capabilities, to perform his job with ease and legal certainty.



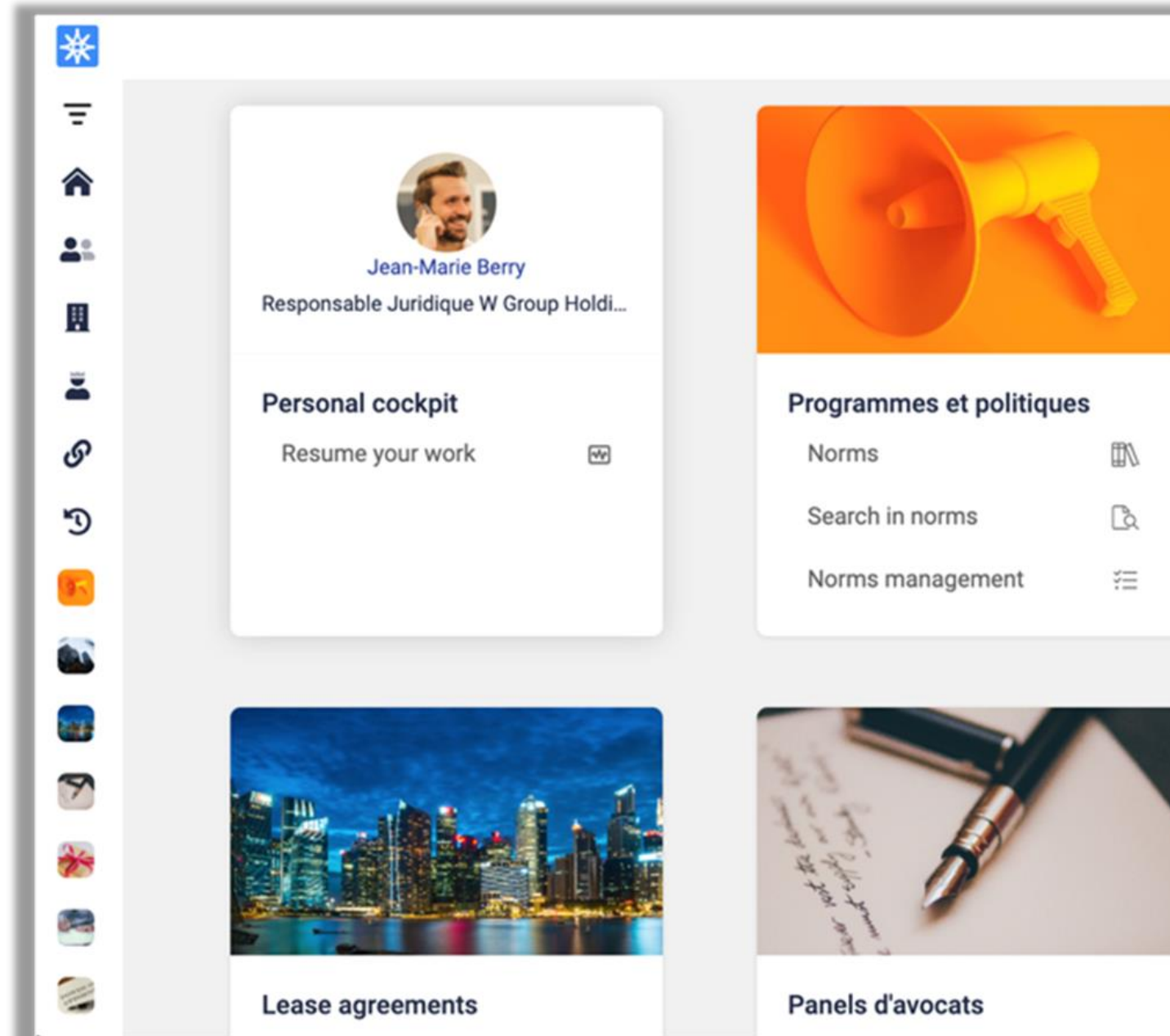
# Product Offering: people centricity!

## Our secret sauce?

While our competitors have extrapolated their solutions from documents & files management solution (document is key), workflows engine solution (process is key), or e-billing one (legal cost is key)

we've designed our solution **on people & collaboration** where user is key.

The first thing one sees on the platform, is his personal cockpit and his profile enriched with legal status he's been granted with (Power of Attorney, Social Mandate, Legal Skills, etc.)



The screenshot displays a user interface with a vertical sidebar on the left containing various icons. The main content area is divided into four panels:

- Personal cockpit:** Features a profile picture of Jean-Marie Berry, titled "Jean-Marie Berry" and "Responsable Juridique W Group Holdi...". Below the profile is a section titled "Personal cockpit" with the text "Resume your work" and a small icon.
- Programmes et politiques:** A list of items including "Norms", "Search in norms", and "Norms management", each with a corresponding icon.
- Lease agreements:** A panel featuring a night cityscape image.
- Panels d'avocats:** A panel featuring an image of a pen and a document.

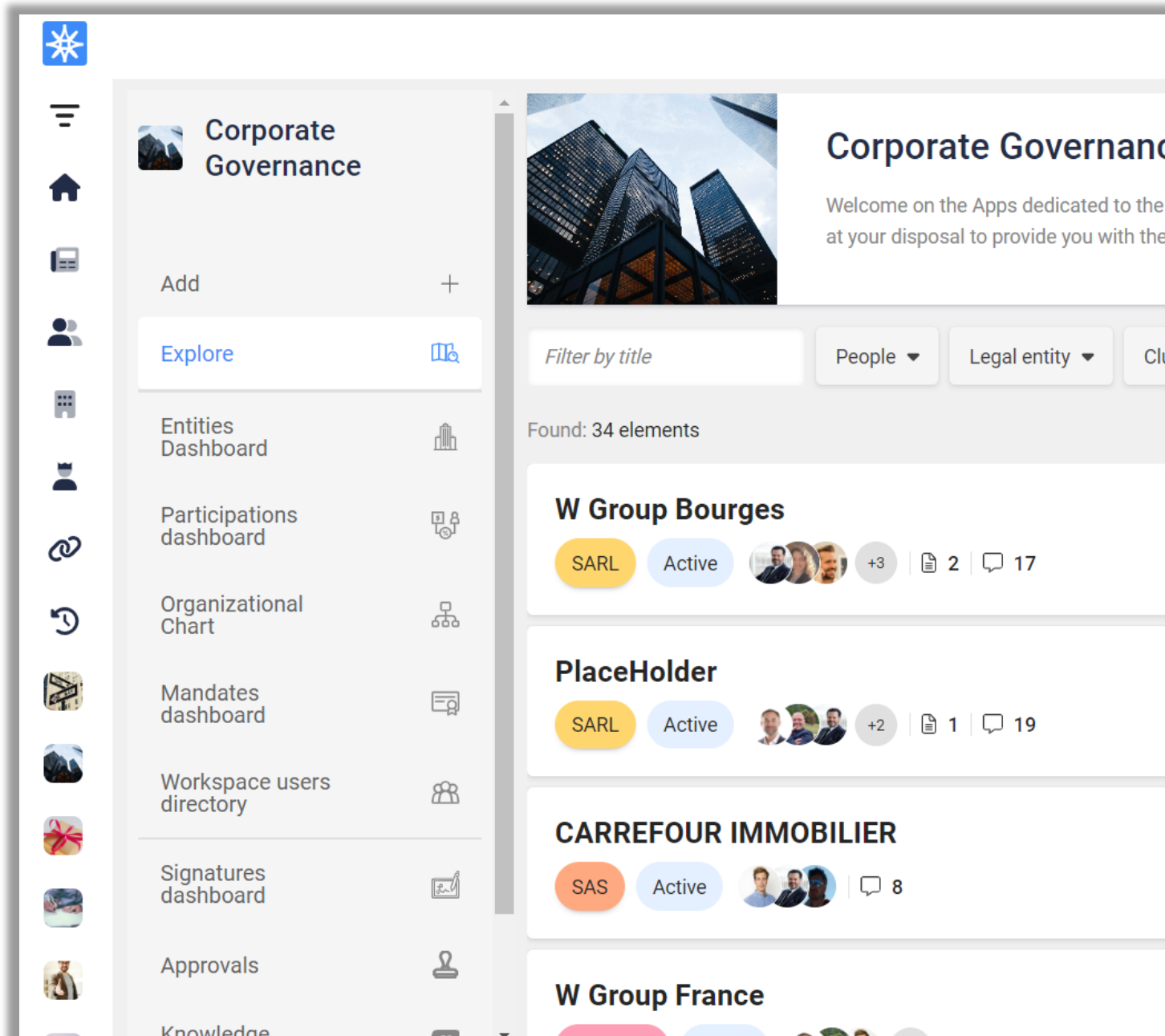
# Product Offering: data structuring

Each matter is managed collaboratively through a “cluster”.

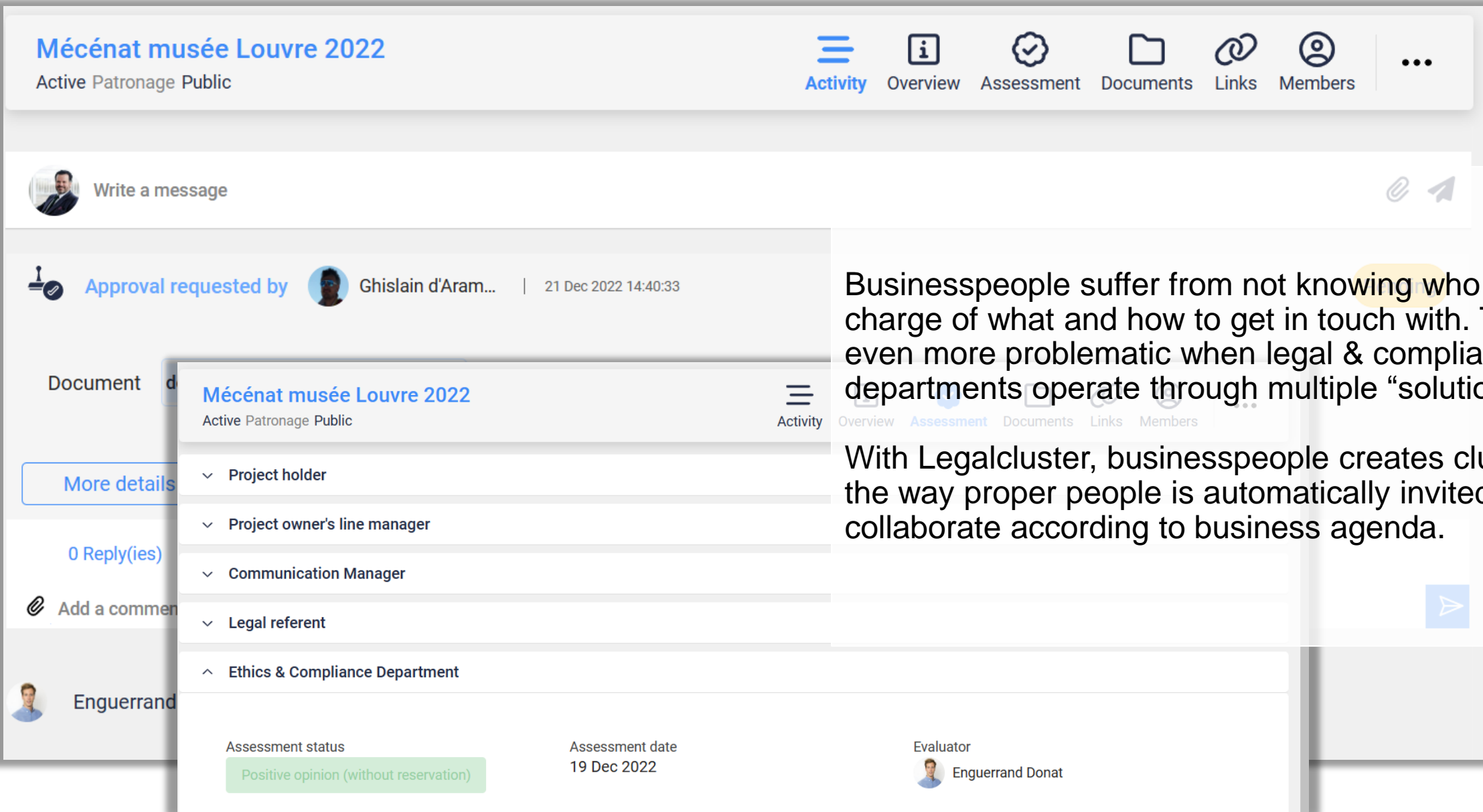
A cluster is a **pre-templated collaborative workspaces** bringing together people, data, documents, workflows capabilities and services, users need to manage their matter end-to-end.

Clustering is the best way to factorize data per type of matter, at scale.

Clusters are consolidated into workplaces specialized by topics, which embed related services and reporting capabilities.




# Product Offering: collaboration



**Mécénat musée Louvre 2022**  
Active Patronage Public

Activity Overview Assessment Documents Links Members

Write a message

Approval requested by  Ghislain d'Aram... | 21 Dec 2022 14:40:33

Document **Mécénat musée Louvre 2022**  
Active Patronage Public

More details

0 Reply(ies)

Add a comment

Enguerrand

- Project holder
- Project owner's line manager
- Communication Manager
- Legal referent
- Ethics & Compliance Department

Assessment status: Positive opinion (without reservation)

Assessment date: 19 Dec 2022

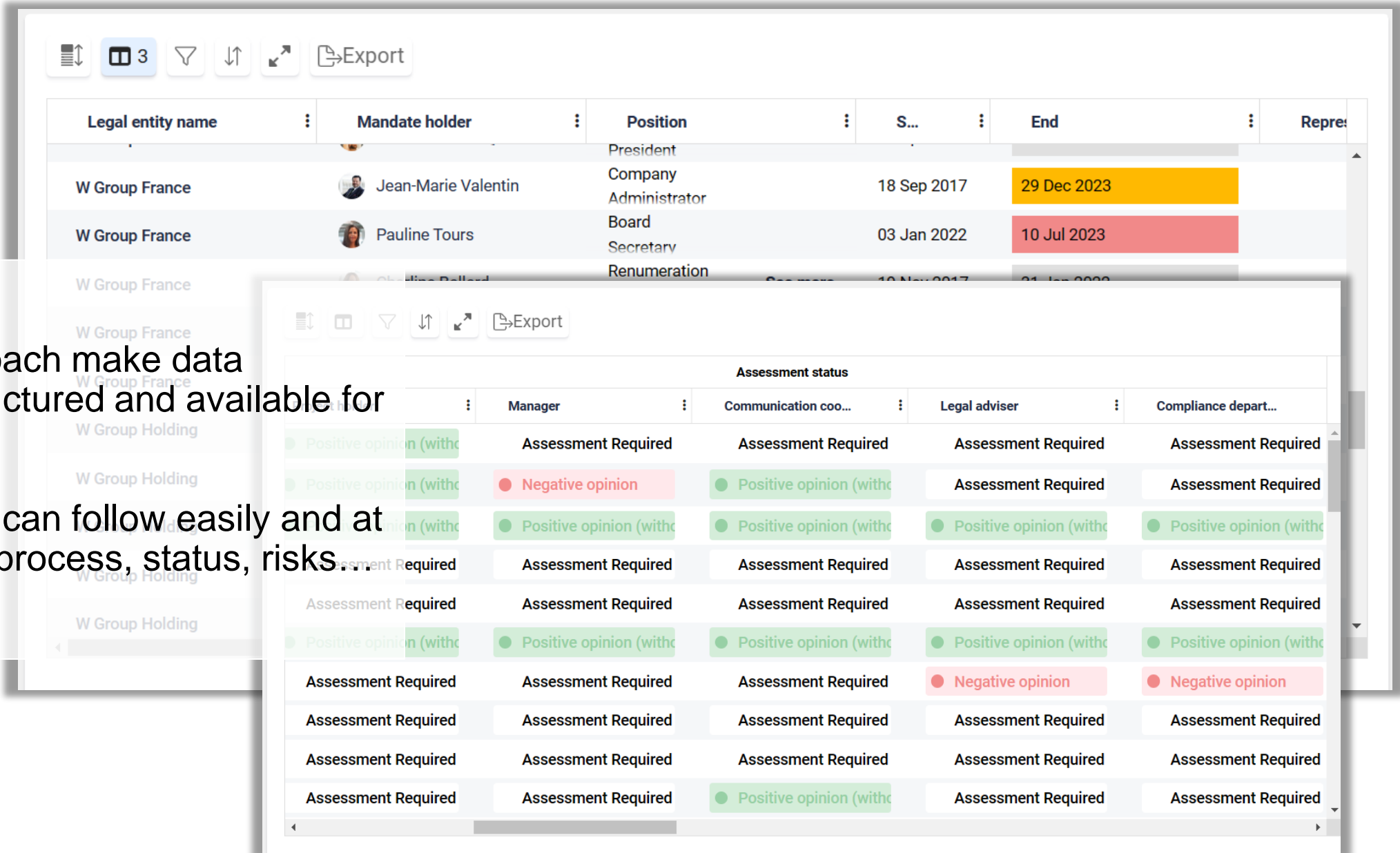
Evaluator: Enguerrand Donat

Businesspeople suffer from not knowing who is in charge of what and how to get in touch with. This is even more problematic when legal & compliance departments operate through multiple “solutions”.

With Legalcluster, businesspeople creates clusters on the way proper people is automatically invited to collaborate according to business agenda.



# Product Offering: reporting & audit



Legal entity name	Mandate holder	Position	S...	End	Repre
W Group France	Jean-Marie Valentin	President			
W Group France	Jean-Marie Valentin	Company Administrator	18 Sep 2017	29 Dec 2023	
W Group France	Pauline Tours	Board Secretary	03 Jan 2022	10 Jul 2023	
W Group France	Christine Bellard	Remuneration	10 Nov 2017	31 Jan 2020	

	Manager	Communication coo...	Legal adviser	Compliance depart...
Positive opinion (withc	Assessment Required	Assessment Required	Assessment Required	Assessment Required
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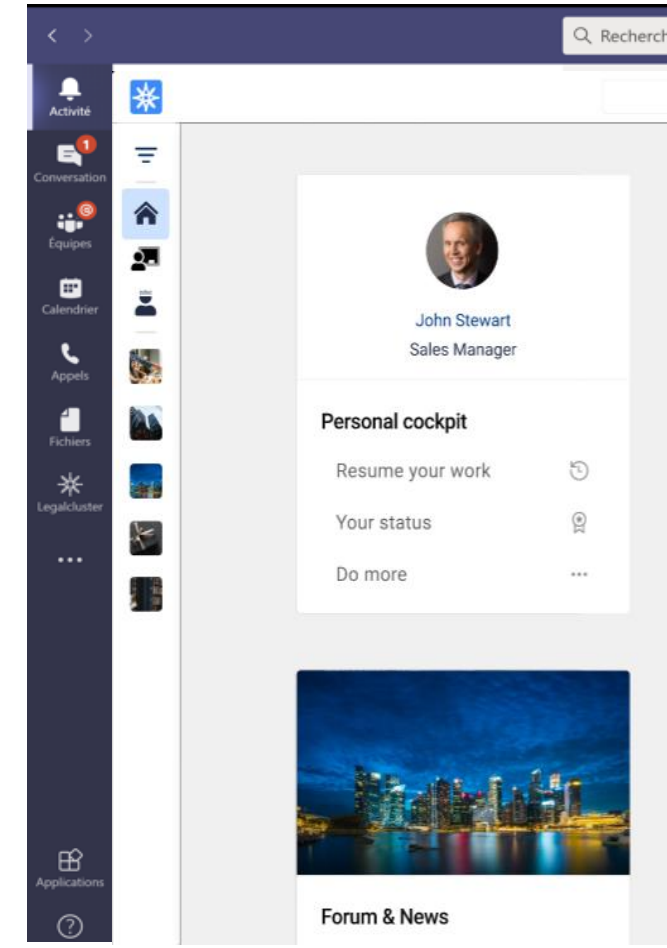
The cluster approach make data automatically structured and available for audit and report

People in charge can follow easily and at scale, workflows process, status, risks...

**Partner Gold Microsoft**, Legalcluster embeds digital transformation of legal and compliance department in its client's global IS scheme.



**Anthony Virapin, Microsoft,**  
Director of the Startup & ISV Recruit Business Unit  
*We see Legalcluster as a credible and promising partner both in its technological dimension than as powerful player of the digital transformation of the legal & compliance functions. We're happy to support them in its growth.*



# Market Positioning

**500 000 users in 2 years**

Our clients are

- ✓ Mid to large enterprise
- ✓ Headquartered in Europe deployed internationally
- ✓ Sophisticated or complex Organizations
- ✓ All business sectors
- ✓ Tightening legal & regulatory context
- ✓ Agile leaders
- ✓ Rational, demanding et innovative
- ✓ Large volume of data and treatments
- ✓ High standard of auditability and compliance



# Customer Success Story

## Group Casino's use case

Leading food retailer, **11,500 stores worldwide, 208,000 employees, 17 business perimeters** with dedicated Information System (ERP, CRM, HR...)

Compliance & ethic is a key function managed at headquarter level and operated at business one.

Casino's redefined its compliance policies at group level. These policies must be operated at business levels with reporting capability on the way.

**80,000 declarations / years** expected. End-to-end declaration process require on average of 8 e-mails between 5 persons and 75 minutes of working time.

**75'x 80,000 = 65 FTE!**





## Casino's challenges

#1 How to make **common policies** applicable in a **standardized** way, **across autonomous business** perimeters embracing local specificities and organization?

#2 How to do it **without increasing payroll**



# Customer Success Story

A single platform with centralized ownership >>>  
**the first transversal IS of the Group**

**Accessible to every employee of Group Casino across the organization**

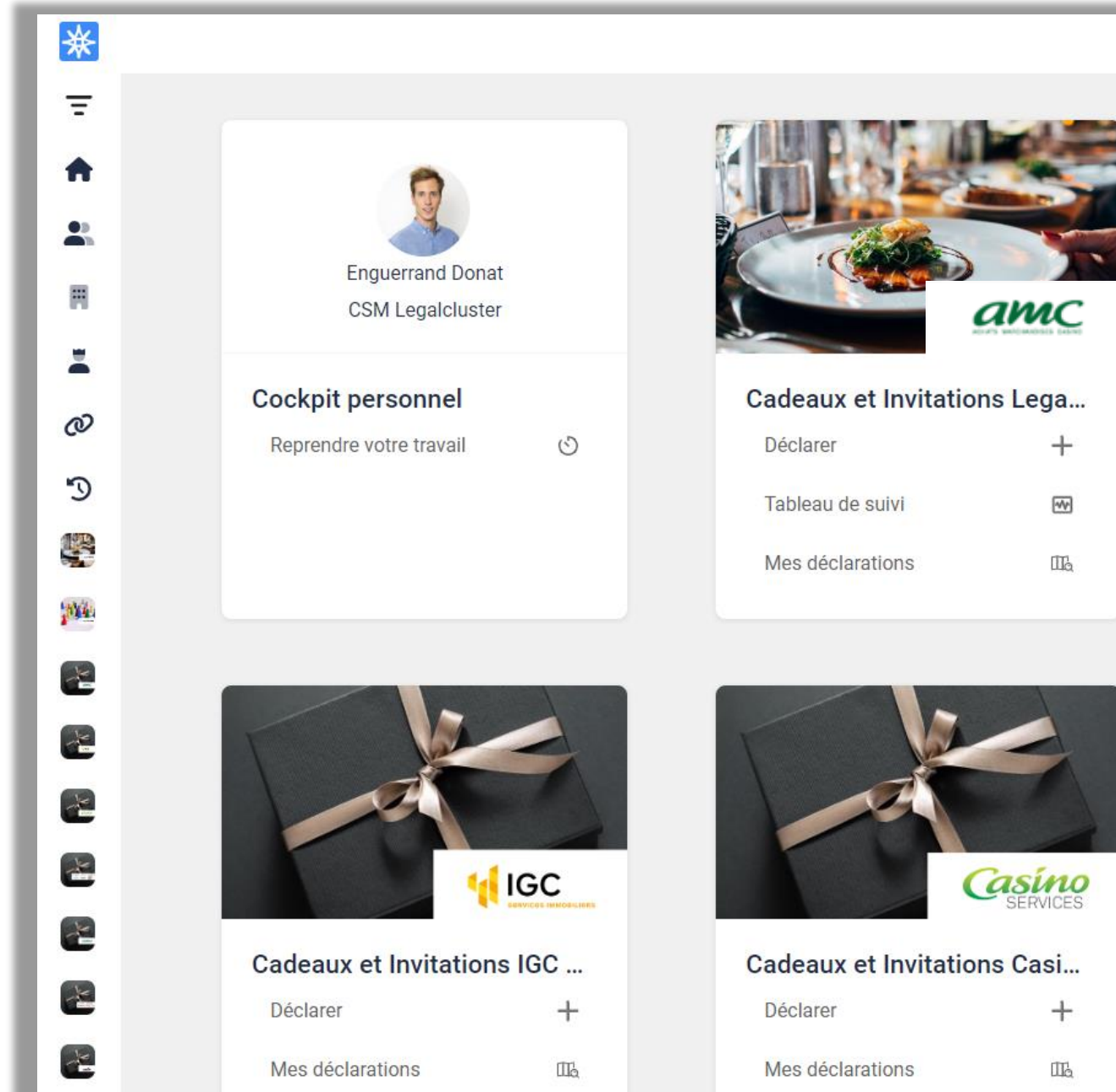
One module per topic (gift & invitations, conflict of interest...) and per business perimeter >>> **More than 40 workspaces to date**

**Users see and access only to their workspaces**

**Each workspace embeds common rules and proper workflows**

Outcome: **average time of end-to-end declaration process < 2'!** (1,8 FTE instead of 65...)

**Easy for everyone, compliance, no need extra payroll role**



# Customer Success Story



Making progress  
become reality

GROUP

INVESTORS

CSR & SUSTAINABLE  
DEVELOPMENT

PUBLICATIONS

INN

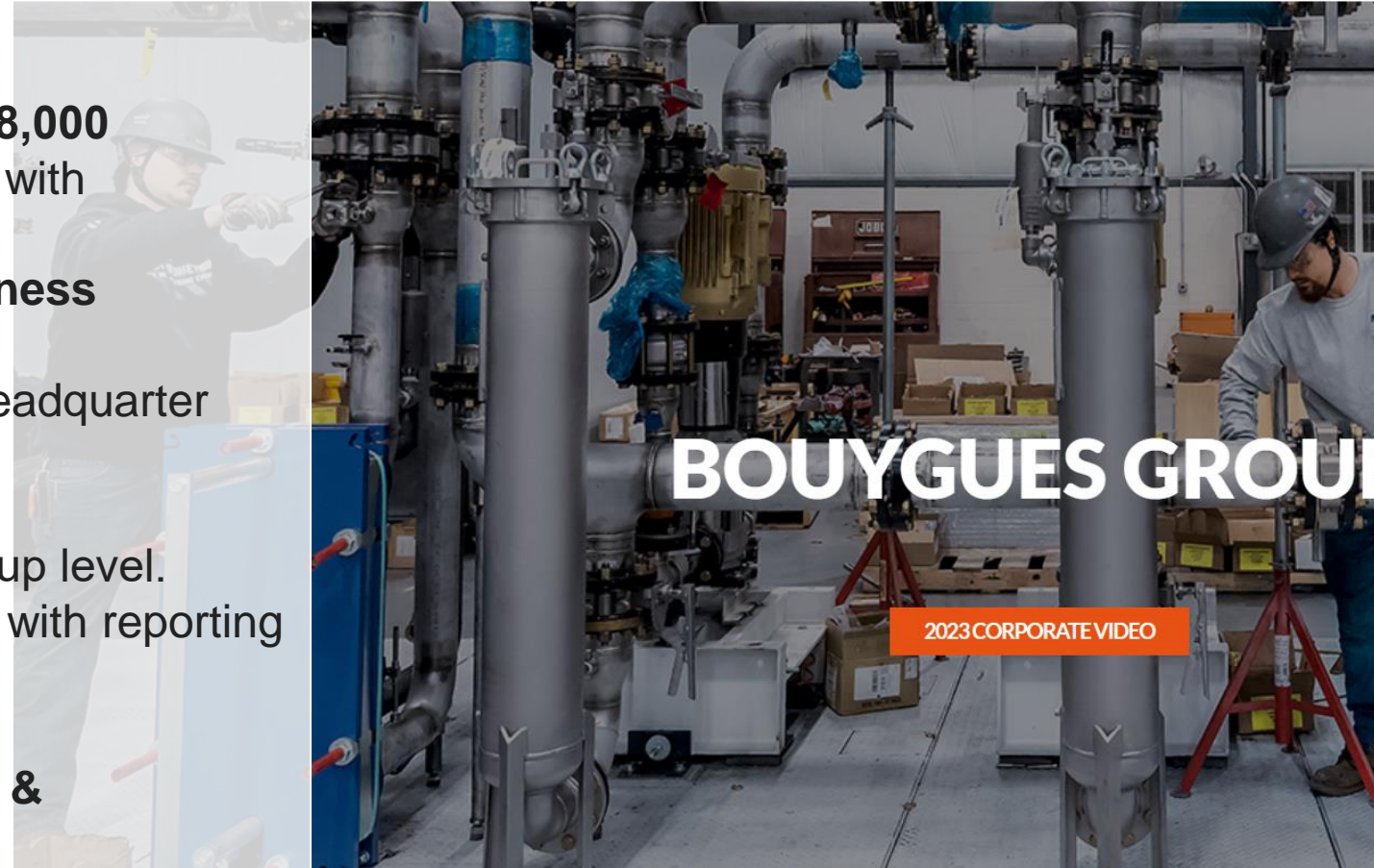
## Bouygues use case

Diversified group of companies, **44B€ turn over, 198,000 employees, 6 autonomous business perimeters** with dedicated Information System (ERP, CRM, HR...)  
**Present in 80 countries, Partially regulated business**

Compliance & ethic is a key function managed at headquarter level and operated at business one.

Bouygues's redefined its compliance policies at group level. These policies must be operated at business levels with reporting capability on the way.

**+ need to leverage business with relevant Legal & compliance support.**



## Bouygues' challenges

- #1 How to make **common policies** applicable in a **standardized** way, **across autonomous business** perimeters embracing local specificities and organization?
- #2 How to make sure that **each business perimeter stay autonomous and accountable**
- #3 How to make sure legal & compliance is spreading into **business**
- #4 How to do it **at marginal cost**





# Customer Success Story

A platform with an **instance** per business >>> **each perimeter owns its instance**

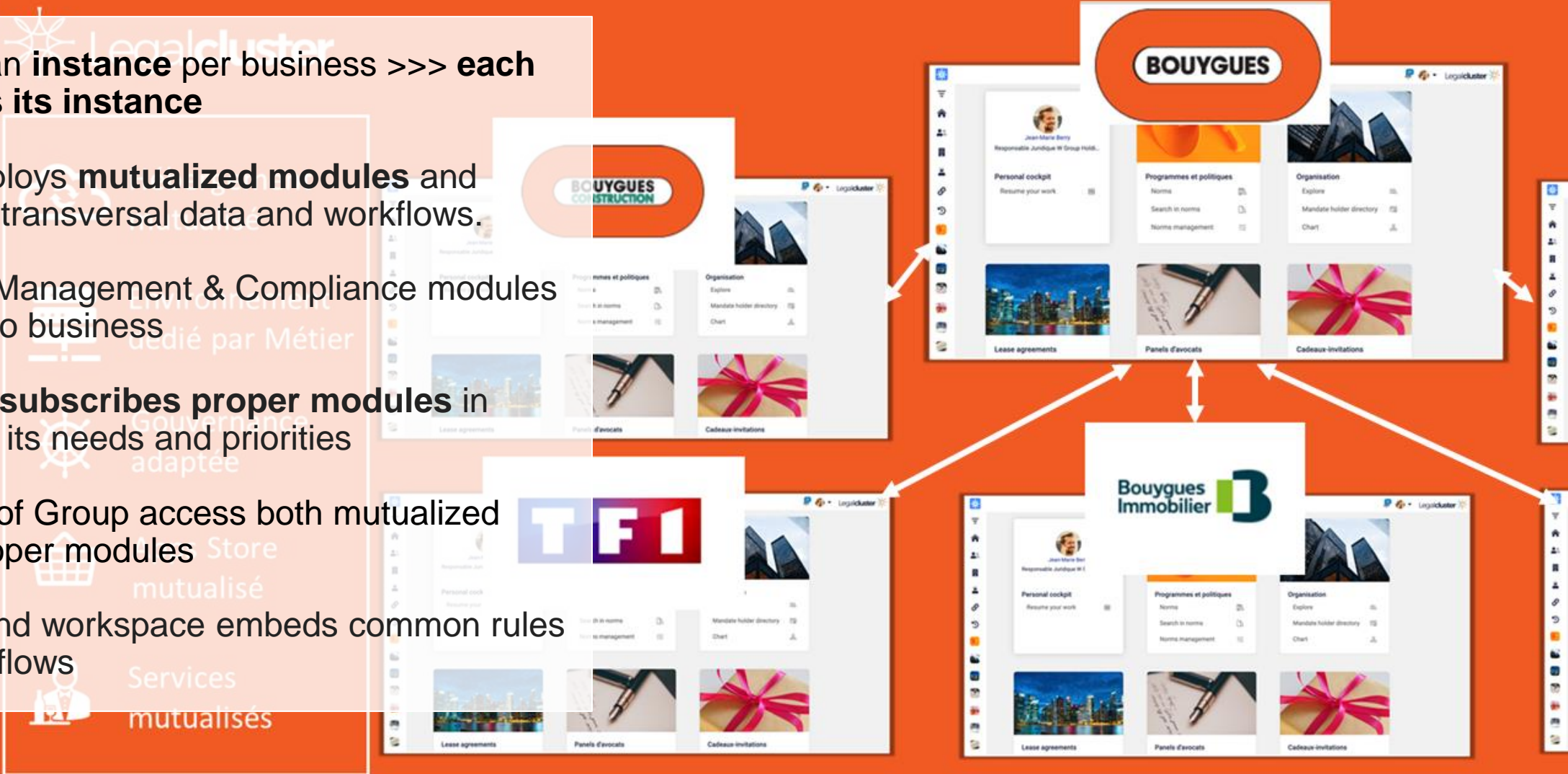
Headquarter deploys **mutualized modules** and services to bear transversal data and workflows.

**Store** of Matter Management & Compliance modules made available to business

**Each business subscribes proper modules** in accordance with its needs and priorities

Each employee of Group access both mutualized modules and proper modules

Each instance and workspace embeds common rules and proper workflows



# contacts



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