

Kalexius is a premier provider of managed legal services for project and BAU delivery

Outsourcing
of Contract
Negotiation
and
Drafting

Company
Secretarial
& Legal
Entities

Financial
Services
Repapering
Exercises

Legal
Research for
Global
Governance
Frameworks



- ▶ Access to high-standard offshore legal resources through delivery centres in **Israel** and **Mauritius**
- ▶ Onshore qualified senior attorneys and certified project managers
- ▶ Ownership of **project** coordination, operational and paralegal work
- ▶ Experience supporting **BAU teams** acting as legal back-office to onshore lawyers

Cost-Effective Quality

CASE STUDY - CONTRACT REPAPERING

Repapering 2000+ vendor agreements within a short period of time to reflect changes in a corporate structure.

Issue

- The client needed to repaper 2000+ vendor agreements within a short period of time to reflect changes in its corporate structure. The repapering exercise was expected to give rise to multiple renegotiation/update requests beyond the entity change.

Solution

- Kalexius deployed an onshore team of lawyers supported by project management consultants and offshore delivery support coordinators. We devised a playbook and procedures focusing on ensuring quality while minimizing full renegotiation requests.

Outcome

- 80% agreements were repapered within the deadline, with the remainder being held up mostly by commercial/admin issues beyond our client's control.
- Full or partial renegotiation requests were kept below 20%.

Key success factors

- Kalexius was given full control over the negotiation process, subject to final approval and escalation mechanisms in relation to high business impact issues.
- The client allowed us to work from our systems and deploy our proprietary project management systems to achieve maximum productivity and efficiency.
- We deployed our solid, practical approach to our legal project management, avoiding over-engineering and keeping closely to our lawyers' actual needs and understanding of project management.

Cost-Effective Quality