Case Study

Achieving 3,500% ROI using Workday Contract Intelligence.

Workday moves faster and realizes huge savings and efficiency gains by adopting AI to manage contracts.

Challenges.

Before Evisort (now a Workday company), the Workday legal team struggled with manual contract processes. Finding specific information within thousands of contracts was a time-consuming endeavor. A request to pull data from groups of contracts could take significant time. These challenges hindered the ability for Workday to quickly access critical contract information, impacting decision-making and slowing down business processes.

Workday needed a solution that could automate contract processes while providing quick access to contract information without needing a human to profile each document. The team needed a system that could handle large volumes of contracts, connect data across different platforms, and provide actionable insights.

To address these needs, Workday decided to test AI-powered contract management platforms, seeking a solution that could prove its worth in real-world scenarios using Workday contracts.

> Evisort helps everyone at Workday move faster.

Greg Bennett
Director of Legal Operations,
Workday

Benefits.

- Accelerate the signing of new agreements
- Reduce expensive outsourced due-diligence projects
- Enable ongoing visibility into key contract risks and obligations
- Minimize tedious manual document review

About Workday

Workday is the AI platform for HR and finance trusted by over 10,500 organizations around the world. More than 60% of the Fortune 500 use Workday to elevate their people, supercharge work, and move their business forever forward.

workday.com

Workday Applications

- Contract Lifecycle Management
- Contract Intelligence

Putting AI providers to the test.

As Workday Legal Operations Program Manager Kristi Johnson puts it, there's only one sure way to know if a prospective AI contract management platform is right for you: "Test it—you can listen to software vendors talk all day but at the end of the day, is the technology going to work for your organization and your unique needs?"

Workday took the approach of testing AI vendors before buying a tool, which led them to adopt Evisort. Using Workday contracts, Evisort proved how its native AI tools could significantly reduce the time and costs associated with manual search outsourcing while virtually eliminating human error. Beyond pulling contract data for specific requests, Workday uses the Contract Intelligence platform for larger-scale and global projects with multiple search parameters, connecting that data to platforms such as Salesforce. "We see a lot of value with workflow automation connectivity, especially with third-party integrations," says Workday Director of Legal Operations Greg Bennett.

> We average around 3,500% ROI when we use Evisort.
>
> **Kristi Johnson**
> Legal Operations Program Manager, Workday

Turning AI into ROI.

As Bennett describes, "One of my biggest Evisort 'aha!' moments was that we no longer worry about outsourcing for large-scale analysis projects."

Workday measures the value of Evisort with a quarterly ROI analysis. "I keep track of every time someone asks me for something in Evisort," says Johnson. "Then I note the time it took to complete and how many contracts we searched through. We review the entire platform cost, including the document cost plus the cost for me as a platform administrator, and compare that to an averaged and presumed cost for outsourcing. We average around 3,500% ROI when we use Evisort.

"We always say using Evisort is like finding a needle in a stack of needles," Johnson continues. "Evisort gives Workday greater visibility into our contracts. We now move faster than we ever could with manual review, and we are able to uncover data that we would never have been able to find without using Evisort's AI."

> I was amazed at how fast Evisort ingested a large volume of contracts.
>
> **Greg Bennett**
> Director of Legal Operations

3,500%
ROI achieved

10,000+
agreements analyzed in minutes

80,000+
document contract review projects completed in hours

Accelerating adoption across Workday.

As news of Evisort capabilities and benefits spread, demo requests began rolling in from stakeholders across the company. Bennett knew just how the platform could be an asset for other teams as they adapted their processes around it.

"We shared with the global legal team that Evisort is more than a tool," Bennett explains. "It is a service that legal operations will provide to the business. 'Come to legal operations and we will run your search requests, and come for help with data extraction projects, as Evisort will get your results faster and be more accurate.' I wanted Workmates to feel comfortable making any request and get the results they want with the support they need."

> Evisort gives Workday greater visibility into our contracts.
>
> **Kristi Johnson**
> Legal Operations Program Manager

"Aha" moments and quick wins.

Beyond the daily time and resource savings delivered by AI-powered data searches and automated, integrated workflows, Workday saw two specific instances of immediate, dramatic ROI:

1. Time was running short and the holidays loomed as legal teams struggled with a huge integration project. With Evisort, legal operations put together a high volume of information in a couple of hours, which would have taken much longer manually.
2. A massive data search was needed to locate a foreign-language clause within a corpus of 88,000 contracts. Prior to Evisort, this would have been outsourced, costing significant time and money. Evisort analyzed the entire corpus, identifying two contracts containing the clause in less than an hour.

The intangible ROI: Peace of mind.

Beyond these benefits, Evisort has provided Workday legal ops teams with peace of mind. Using it has drastically improved efficiency, returning hours each day to employees that can be devoted to other pursuits, which aligns with Workday core values.

"It helps me help my Workmates," Johnson says. "Being able to provide search results and data faster than they can imagine is fantastic. Workmates come with a two-week turnaround request and I am able to provide answers within as little as a day. It's gratifying to help my Workmates get back more time for their jobs, more time for other responsibilities, and more time for their personal life."

To learn more about Workday Contract Lifecycle Management, contact sales.

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