

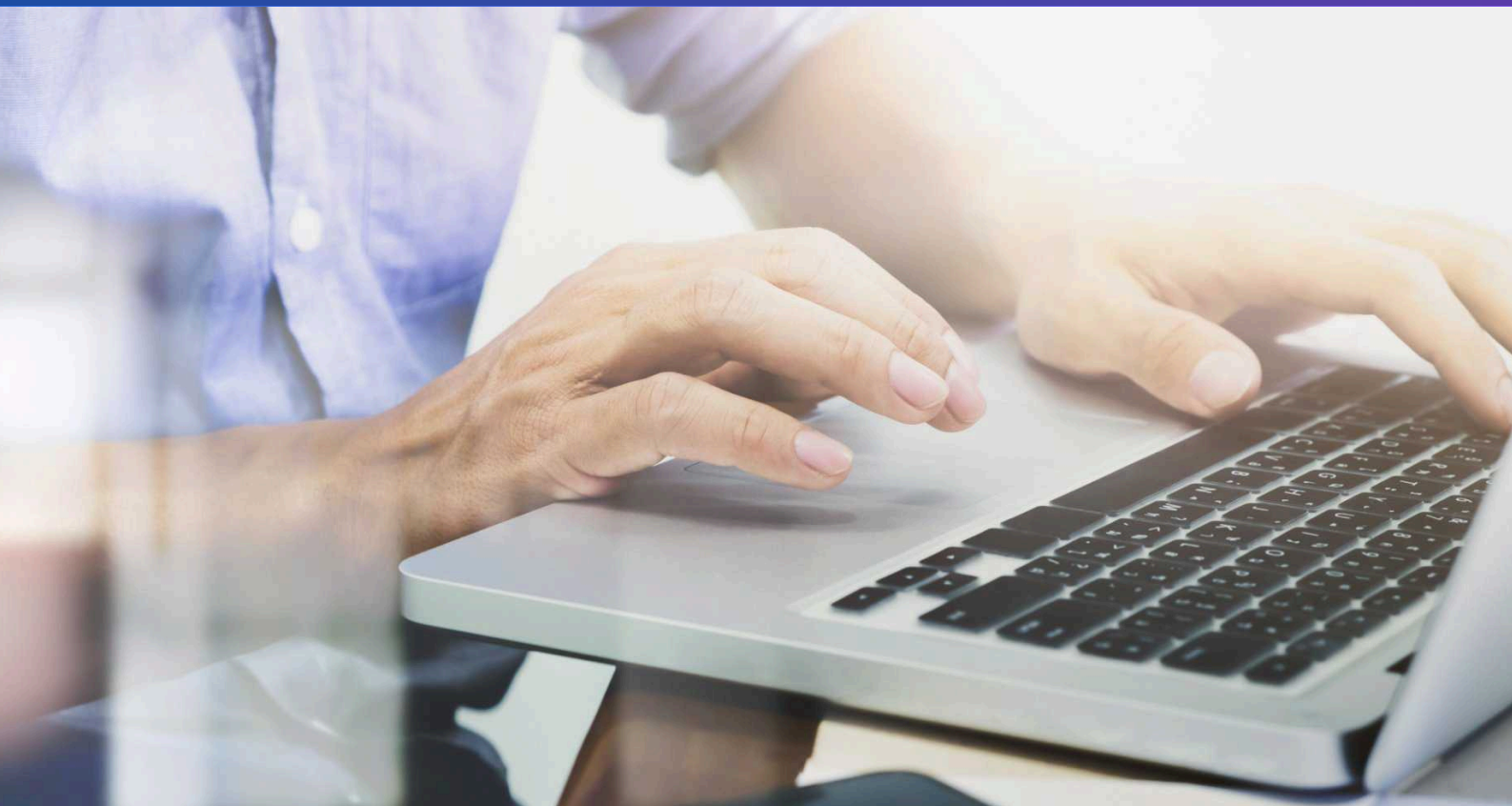


CLM + AI:

The contract lifecycle
as a revenue engine

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1. Introduction



Welcome to our guide, written for those who lead the legal department and aren't satisfied with just "complying" – for those who want to stay one step ahead.

In the following pages, we'll look at **how more efficient contract management can translate into economic benefits for companies,**

offering keys to optimizing the contract lifecycle and improving coordination between the legal department and the rest of the organization. But above all, it shows how **CLM and AI can help turn more efficient contract management into measurable economic benefits.**

2. The legal department: from cost center to revenue engine



Companies, from the smallest to the largest corporations, operate with a focus on offering the best service to their customers, optimizing their processes, and driving business growth. **In the complicated task of managing investment and setting direction, the legal department isn't usually one of the priorities for improvement.** When legal management isn't optimized, it can become a silent source of revenue loss that financial indicators don't always catch in time.

However, **the legal department generates one of the main fuels companies run on: contracts.**

Without them there's no formal agreement, and no decision-making can move forward. If a company neglects legal rigor while trying to speed up contracting, it slows down because of the bottleneck created in the legal department and is exposed to very serious legal risks. The effect isn't limited to how long it takes to close a deal: it extends across the whole contract lifecycle, **from the revenue it generates to the obligations that must be met**, the costs associated with managing it, and the business opportunities that can end up blocked.

A lack of structured, efficient legal operations doesn't just lead to an inbox with hundreds of contracts waiting to be reviewed by the legal department – it also **directly affects companies' operational efficiency and return on investment.**

That inefficiency in legal operations – the result of slow processes, lack of control, and poor management of contracts across their lifecycle – **translates into losses worth millions that hit the finance department directly.** And that money isn't necessarily gone; it may simply be **trapped in poor contract management.**

According to recent research from WorldCC, **average contract value erosion sits at around 8.6%.** This reflects opportunities lost during contract execution: commitments that go unmet, risks that aren't properly managed, renewals that slip by unnoticed, or commercial terms that go unused. Artificial intelligence and Contract Lifecycle Management (CLM) solutions can help reduce this loss by automating tasks, analyzing large volumes of contracts, and detecting risks and value opportunities across the entire contract lifecycle.



3. How much money do companies lose from poor contract management?



Revenue leakage **is the loss of financial resources or monetary gains for companies, arising either intentionally or unknowingly.** It's a problem that affects organizations across every kind of sector, and its causes are wide-ranging.

When it comes to the legal department, research from World Commerce & Contracting (WorldCC) estimates that **companies lose an average of 11% of their contracts' value** once signed. Discounts that aren't applied correctly, renewals that go unnoticed, obligations that go unmet, or contractual terms that aren't tracked are some of the factors behind this loss. For a company managing \$500 million in contracts, that's roughly \$55 million that can go uncaptured every year.

But how is a loss of this size possible, when companies are managing contracts every single day? Precisely because that management still relies on manual processes and an overwhelmed legal department with no room to follow up on what's already been signed.

The legal department carries a heavy workload. According to the CLOC State of the Industry Report 2026, demand for legal work keeps growing strongly, while only 47% of departments expect to increase their internal legal spend – a structural gap that forces legal teams to absorb more work with the same resources.

That gap between workload and resources also explains why technology remains underused: according to a WorldCC study, **only 1 in 4 professionals accesses AI through their own contract management system, while 47% already use AI tools daily, but in a scattered way, disconnected from the rest of the process.** The result is predictable: with no time, no centralized technology, and no follow-up, that 11% keeps slipping away.

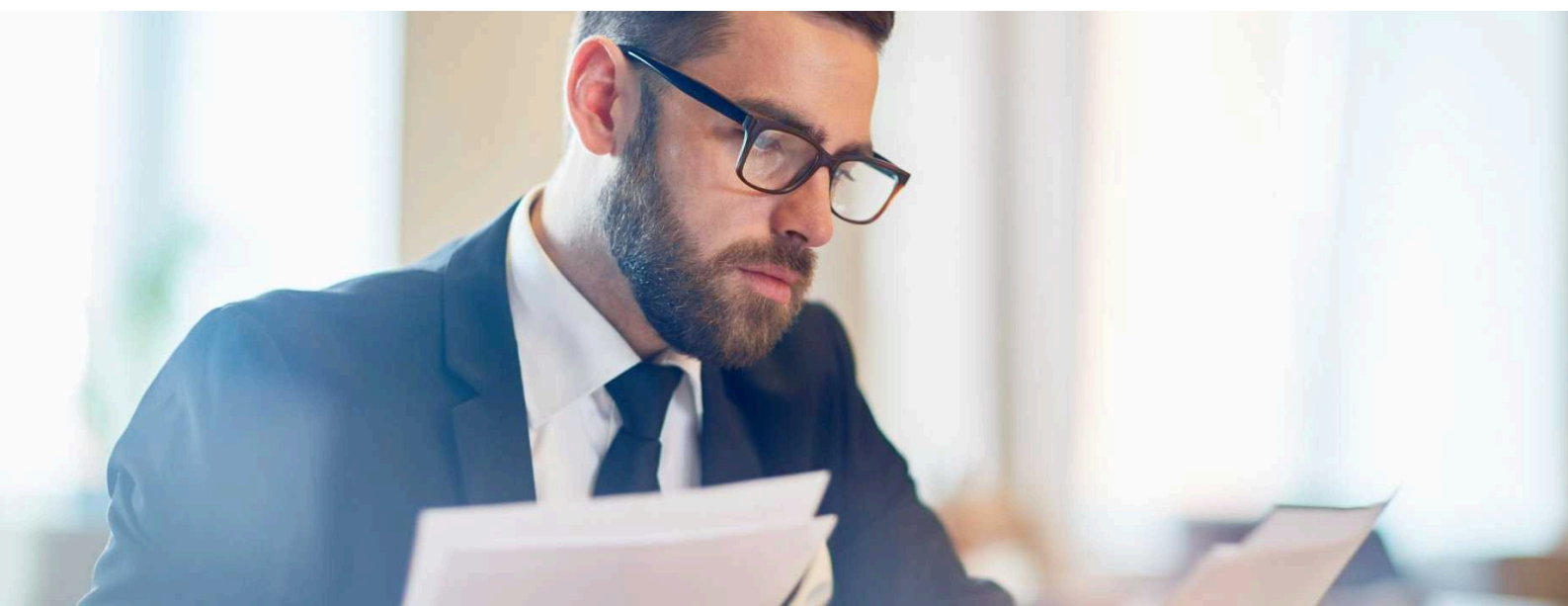
Looking at **how contracts are managed through the traditional process reveals exactly where the leaks happen.** The traditional contract creation process runs through a text editor such as Microsoft Word, using a template that different team members keep on their own desktop. The contract is then sent by email and adapted, changed, copied, pasted, and corrected by hand – and the most striking part is that many companies are still working this way today.

This traditional method, besides being long and tedious, means companies can take hours, days, or even weeks to prepare contracts. And every one of those days is, again, revenue that takes longer to arrive.

All of that just so the contract ends up filed away on paper or, if you're lucky, scanned as a PDF. But this *modus operandi* makes it impossible to know what risks and obligations the company has taken on, or what milestones or contract renewals are coming up in the next few months.

An invisible contract is invisible revenue: if nobody knows that a volume-discount clause is about to kick in, or that a commercial term expires in 30 days, that opportunity is lost without any financial report ever showing it.

Add to that the high staff turnover typical of legal departments, and the result is that no one in the organization really knows what's been agreed and what hasn't. So these companies keep running on autopilot, paying for services and applications that often go unused, simply because contracts keep renewing automatically.



4. KPIs to measure contract lifecycle performance



The processes that create revenue leakage are varied and involve different areas, so **identifying the right KPIs (Key Performance Indicators) is the first step to stop losing money without realizing it.** These indicators fall into four groups: contract management, regulatory compliance, efficiency, and claims.

Contract management

- **Number of contract templates and most frequent processes.** The most common processes in each area should be analyzed to identify which ones repeat most often.
- **Analysis of the contract lifecycle: time and resources used, stages of the approval process.** Look at how a contract flows through the company, who's involved in it, and the time and risk each stage carries in detail.
- **Meeting or missing internal or external deadlines.** Are current processes effective when it comes to compliance? It's worth analyzing which deadlines are realistic and which should change, along with the implications of all these deadlines, both between departments and with parties outside the company.
- **Expirations, renewals, and terminations.** Which contracts renew automatically? What expiration dates do the rest have? Once that information is available, it's worth using a CLM to keep it accessible, with the corresponding alerts so no deadline or automatic renewal slips by.

🛡️ Regulatory compliance

- **Regulatory compliance analysis of contracts.** Assess whether the company's contracts comply with internal policy as well as current legislation.
- **Errors or flaws in contracts.** Check whether the company's current contract templates contain mistakes or incorrect clauses.
- **Time and resources spent fixing errors.** These errors often require restructuring that costs a lot of time and money. Set up a way to measure that process.
- **Legal risks or contingencies that errors can create for the company.** Contract errors don't just cost time and resources to fix – they also expose the company to penalties that can run into the millions.
- **Risk status or level.** Risks and contingencies that are resolved or ongoing in contract management. Assess what risks the company faces in its contracts and how severe they are.

⚡ Efficiency

- **Time spent on each contract process.** Analysis of how long each stage of the process takes, from the moment a contract need arises until it's filed away.
- **Number of contracts managed per person.** Look closely at how many legal documents each member of the legal team handles, as well as people in other departments or even other offices in different cities or countries.
- **New opportunities identified.** Explore new approaches and improvement proposals for more effective contract management at every step.



Claims

- **Clause modifications.** Time and resources spent modifying contracts due to claims arising from errors in them.
- **Number of open, unsigned contracts and number of signed contracts.** How many projects does the department push through? Which ones stall or get abandoned? Analyze overall productivity and satisfaction with the work done.



Contract Lifecycle Management software makes it possible to generate custom reports on the status, compliance, performance, and risks associated with contracts, turning that information into actionable KPIs for the business, according to Bigle. Among the most useful indicators for measuring contract management are:

- **Average time** to close a complex contract
- **Number of versions** generated per document
- **Delayed contracts** due to pending approvals or signatures
- **Legal tickets or requests** pending resolution
- **Risks identified** and their mitigation status
- **External costs** linked to contract management

Defining these indicators and comparing them quarter over quarter makes it possible to pinpoint where the legal department's real potential for improvement lies, according to Bigle. In the end, the logic is simple: if companies don't measure through KPIs, they won't be able to fix what's inefficient, get the most out of what's working, or put themselves in a stronger position against competitors in their market.

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5. How do CLM and AI increase a company's revenue?



With the KPIs identified, the next step is clear: when it comes to improving companies' legal operations, the tool that brings effectiveness and security to the most processes is CLM (Contract Lifecycle Management), today powered by artificial intelligence.

CLM platform ROI

The impact of adopting a CLM is reflected directly in legal KPIs.

9,2%

of annual revenue lost to poor contract management.

Source: World Commerce & Contracting

70%

of reduction in contract lifecycle (creation to signature).

Source: Bigle E+H success story

10-25

days to close a contract with a manual process.

Source: Aberdeen Group

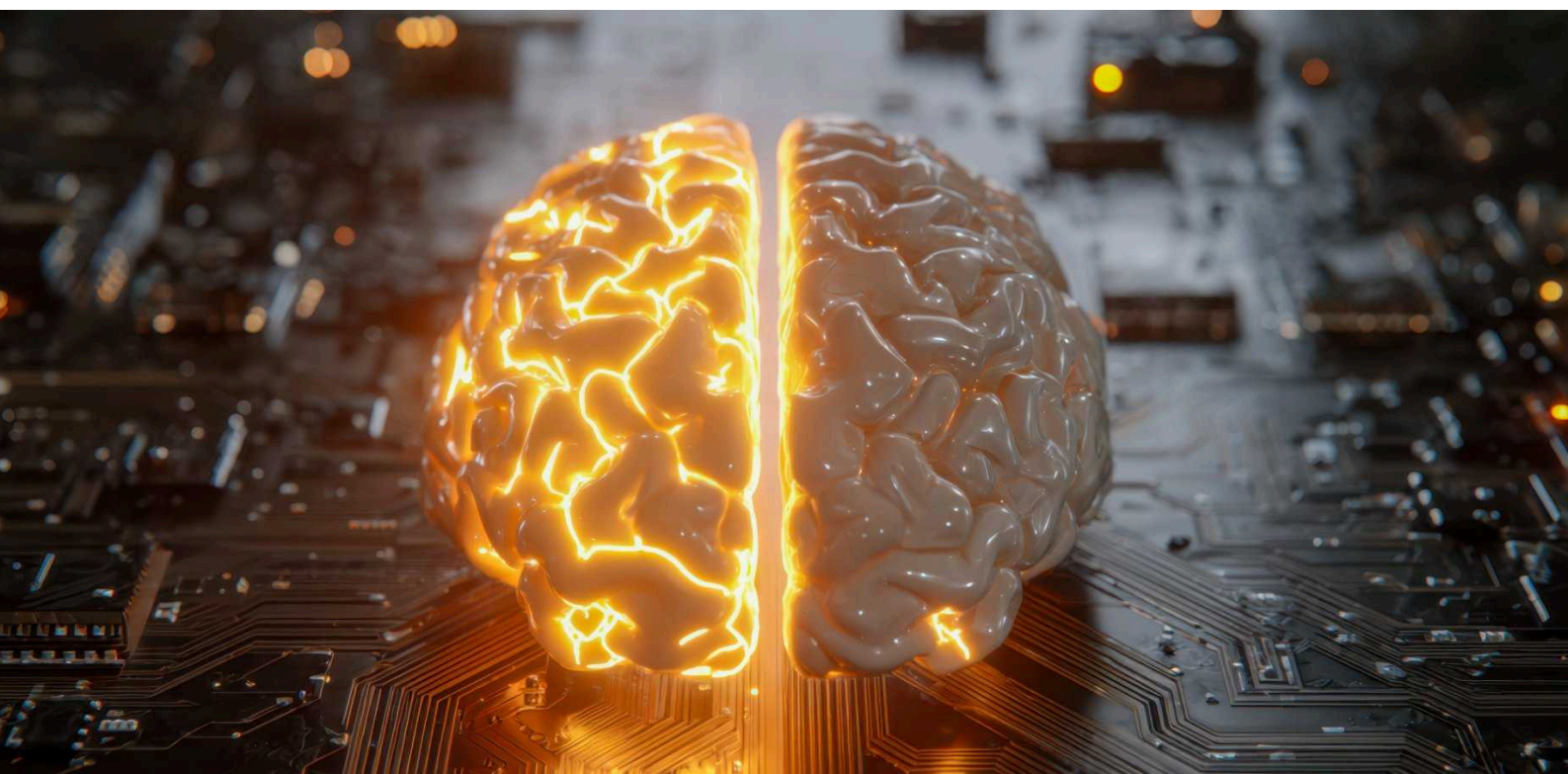
The impact of adopting this technology shows up directly in the KPIs we just covered. According to World Commerce & Contracting, companies lose an average of 9.2% of their annual revenue due to poor contract management. A CLM directly targets that inefficiency: it cuts the contract lifecycle – from creation to signature – by up to 70%, and drastically shortens the 10 to 25 days companies typically take to close a contract when the process is manual (Aberdeen Group).

That's because, as its name suggests, this solution covers the entire contract lifecycle from start to finish; **it secures and speeds up every step in creating contracts and lets legal teams stay in control of each one.**

It's the combination of the two – CLM as the structure and AI built into that lifecycle, not as a standalone tool – that turns that control into revenue: it detects clauses that erode margin, flags renewals before they turn into losses, and speeds up every phase of the process.

Bigle, for example, integrates Libra, a generative AI assistant connected directly to its CLM, designed specifically for legal departments and built with safeguards against the hallucinations common in general-purpose AI tools.

But contracts don't just affect the legal department – they're documents handled by every department in a company, so a solution that optimizes the contract process benefits all of them. The result: **a good part of that 11% of contract value that companies let slip away every year can be recovered,** as we saw in the previous chapter.





↗ 4 ways CLM and AI increase a company's revenue

- **Faster signing.** A contract that closes in days instead of weeks means revenue that reaches the bank sooner. For a sales team, that means closing more deals in the same quarter.
- **Renewals that no longer slip through.** AI automatically flags expiration dates and automatic-renewal clauses, preventing both the loss of customers through oversight and payment for services that are no longer needed.
- **Cross-sell opportunity detection.** By analyzing a client's contract history, AI can point out where there's room to expand the agreement – something that used to depend on someone remembering to check manually.
- **Negotiating with data, not intuition.** With real metrics on which clauses generate the most disputes or delays, teams negotiate better terms from the very first draft instead of discovering the problem months later.

These benefits aren't just theoretical. According to The Hackett Group's CLM Digital World Class Matrix™, **a company with \$5-10 billion in revenue can achieve a 45% improvement in operational efficiency in negotiating and creating supplier contracts after implementing a CLM, on top of cutting contract cycle times by 35% and reducing losses from non-compliance fivefold.**

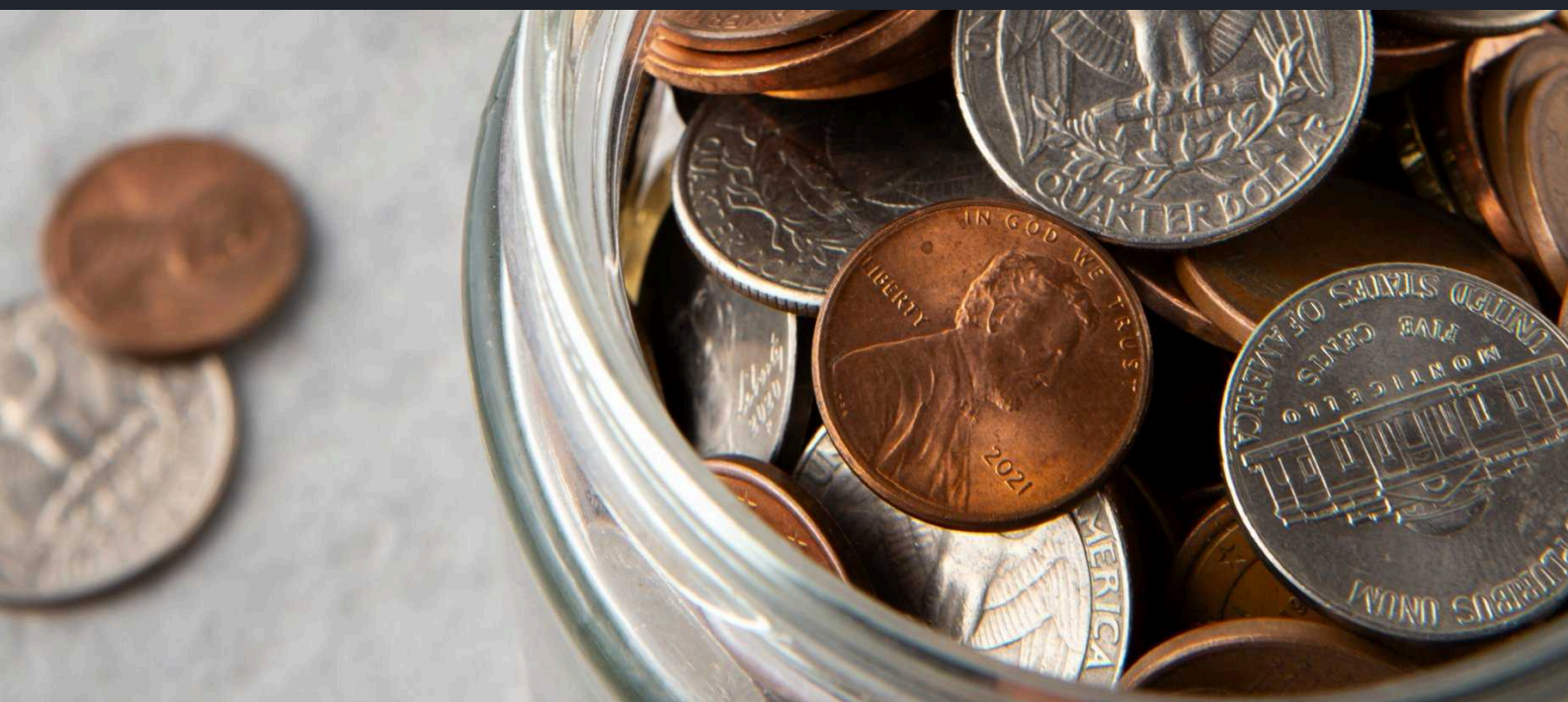


CLM with AI: real-world results and savings

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 RED
POINTS


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🌟 Bigle drives Abertis's legal transformation as a leader in mobility

With Bigle's CLM, Abertis – a leading global operator in mobility infrastructure management, with more than 60 years of experience, a presence in 15 countries, and a network of over 7,400 kilometers of high-capacity roads – **transformed its contract management from end to end with Bigle, achieving:**

- Better control over **contract status**.
- Fewer manual, **repetitive tasks**.
- Greater document **traceability and security**.
- **Significant time savings** in generating standard contracts, managing legal requests, and tracking signatures.

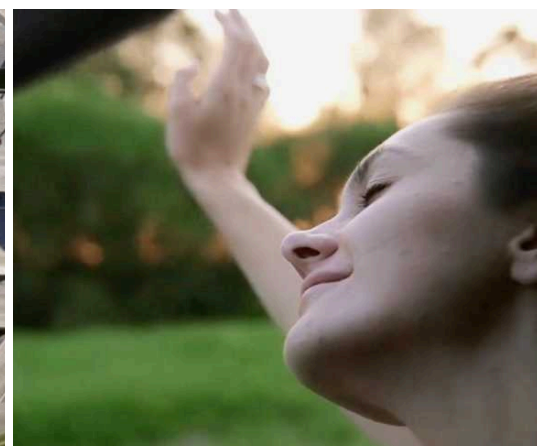
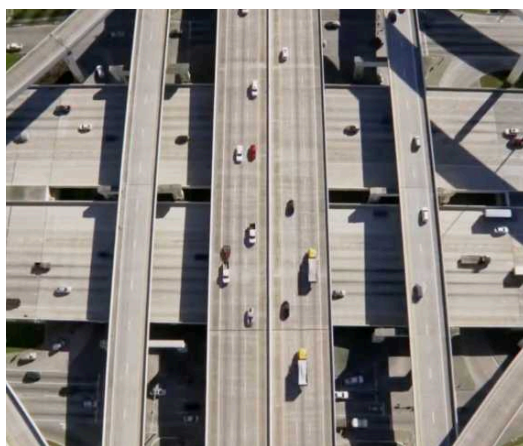
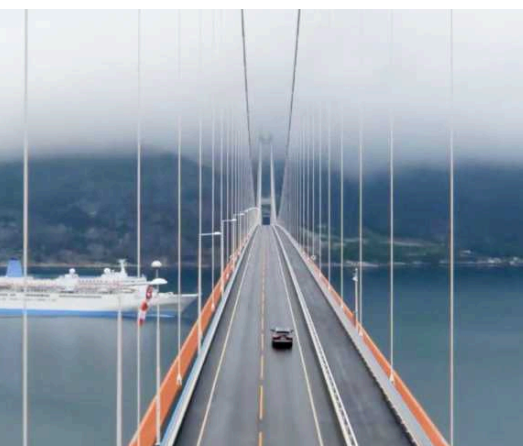
"The process involved close collaboration between Abertis's IT team and Bigle, which enabled a gradual, solid, and effective adoption of the tool by the legal team, along with richer integrations tailored to Abertis's needs."

Ricard González

Projects and Applications Manager, IT and Systems
Department, Abertis



[Read the full success story](#)





The leading AI brand protection platform Red Points eliminates bottlenecks with Bigle

Red Points, the world's most widely used AI-powered brand protection platform, trusted by more than 1,300 companies and with over 270 employees across offices in New York, Barcelona, Beijing, and Salt Lake City, **automated its contract management with Bigle, achieving:**

- **50% time saved per contract drafted**, especially in generation and review.
- **Reduced risk of human error** thanks to automation.
- The sales team can **generate and send contracts for signature in a matter of minutes**, without legal involvement.

"Bigle has turned our contract management, which used to be a bottleneck, into a competitive advantage thanks to automation, collaboration, and shared visibility across teams."

Pilar Varó

Head of Legal Department, Red Points



[Read the full success story](#)

✳ Euro-Funding boosts its value with Bigle's AI and CLM

Euro-Funding, a multinational leader in public funding, tax savings, and sustainable projects, with more than 250 employees and over 20 years in business, was dealing with a high volume of contracts and outdated documents. After evaluating six legaltech platforms, **it chose Bigle for its speed, ease of use, and continuous improvement, needing just 3 months from kick-off to operating independently.**

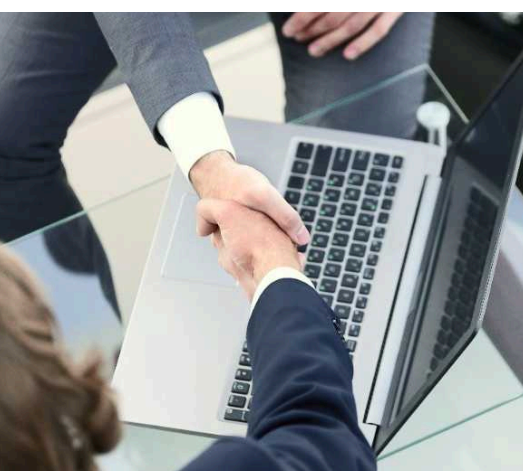
- The legal department **saves between 1 and 2 hours a day per person** thanks to a contracting process available 24/7.
- **Lower risk of human error and greater agility** in responding to regulatory changes.
- **Document translation** into multiple languages and **full traceability** from start to signature.

"Bigle gives us added value with our clients, helping speed up processes so the legal department can focus on legal matters rather than administrative ones."

Jaime Alonso Álvarez
Legal Manager, Euro-Funding



[Read the full success story](#)



6. CLM. Beyond the legal department



What other areas of the company benefit from CLM?

CLM software helps every department that deals with contracts or legal documents:

Sales

From new client contracts to NDAs, sales teams work with a wide range of legal documents.

Advantages:

- Closes deals much faster and prevents losing potential customers.
- Sets secure standards for your contracts, with clauses that comply with regulations and legal department guidelines.

This is where the impact on revenue is most direct. According to Gartner research from May 2026, based on a survey of 227 sales directors, **organizations already using AI to recommend the next best action in each negotiation are 2.6 times more likely to achieve sales growth than those that don't.**

Human Resources

Speeds up hiring processes, reporting, and compliance management, turning paperwork routines into a thing of the past.

Advantages:

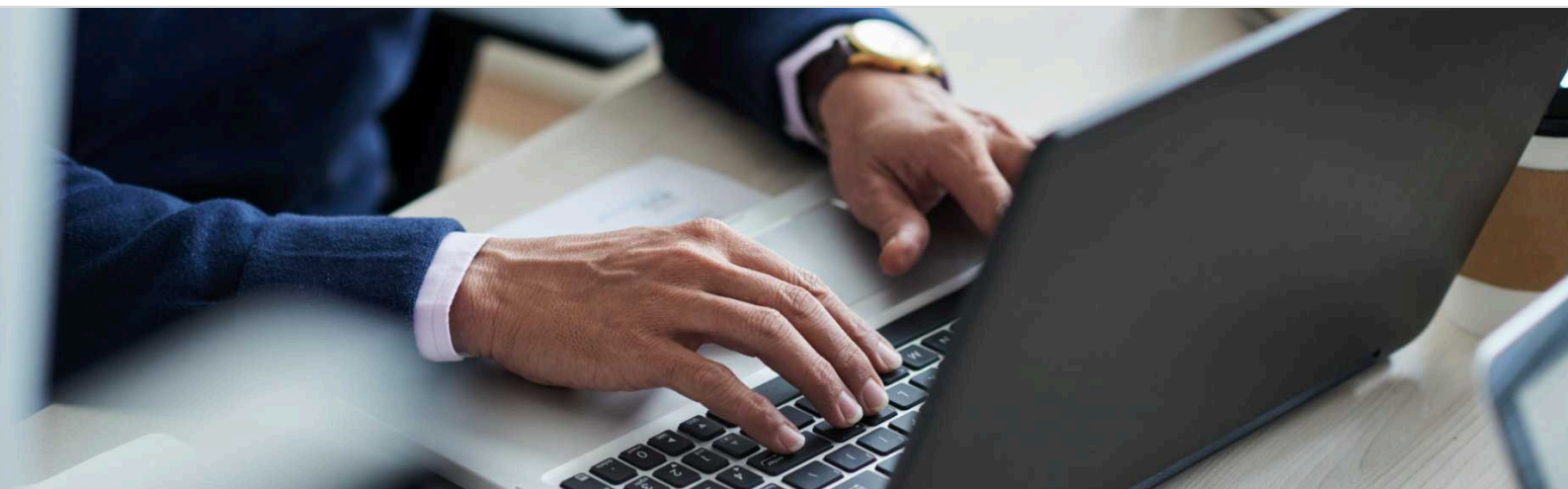
- Gives your employees the latest in security and technology to improve their experience with their own contracts and other key documents (vacation requests, leave, internal communications, etc.).
- Simplifies hiring processes.
- Get full traceability and digital evidence of your communications and contracts.
- Speeds up paperwork with no limits.

Finance

Makes the finance department's relationship with other teams fast and secure, optimizing and speeding up processes.

Advantages:

- Avoids manual processes and speeds up company decision-making.
- Centralizes knowledge, contracts, and all kinds of legal documents.
- Ensures compliance and minimizes risk.
- Makes the most of the platform's collaborative features.





Marketing

Lets the marketing team keep agile control over contracts with outsourced services, such as agencies, event organizers, and management software.

Advantages:

- Simplifies processes and closes partnerships much faster.
- Keeps the team's creativity from getting lost in paperwork and bureaucracy.
- Keeps contract clauses and automatic renewals under control.
- Transparency and oversight.
- Security.

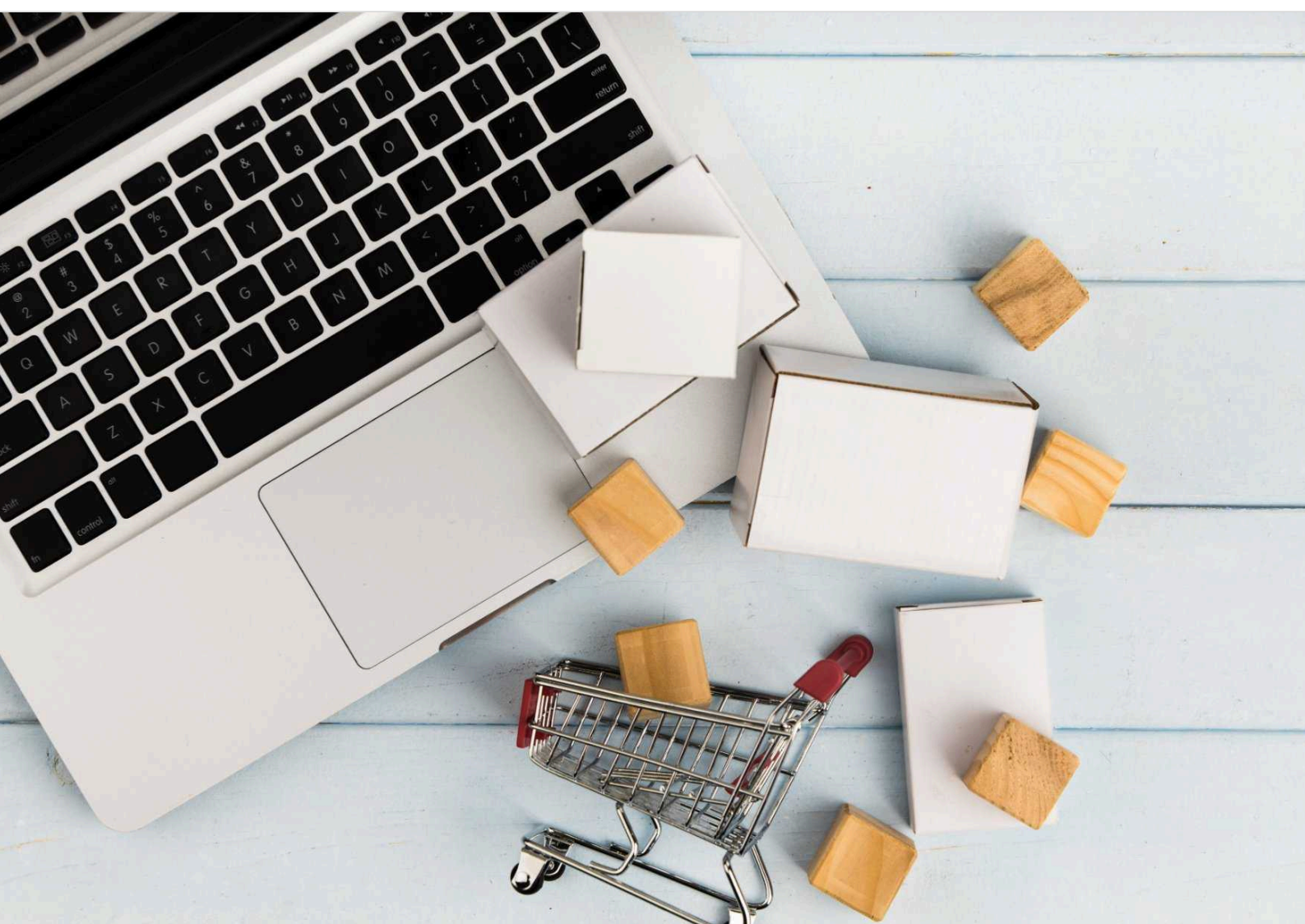
Procurement

Aligns the procurement department's goals with the rest of the company, making the purchase of services and products a collaborative process across departments. Prevents other areas that depend on procurement from carrying delays due to a lack of process automation, recovering lost speed and efficiency.

Advantages:

- Avoids manual processes and speeds up company decision-making.
- Ensures every process complies with company policy down to the letter.

This is another department where AI already shows a measurable economic impact: according to McKinsey, AI-guided negotiations achieve 10% to 15% savings on contracted spend, on top of **cutting the time spent on pre-negotiation analysis by up to 90%.**



7. Key benefits of CLM integrated with AI in corporations



✔ Create contracts in minutes. Error-free.

A CLM's document automation module turns standardized templates into web forms **that help create documents 20 times faster than the traditional way.** Users can add extra clauses, attach documents, and bring in internal staff or third parties – all from a single cloud platform.

Once the template is ready, it becomes an intuitive, easy-to-fill-out form. **With AI, many of those fields no longer need to be filled in by hand:** the system automatically identifies data such as the parties involved or key terms and fills them in on its own. Filling it out produces a custom, error-free contract in under five minutes.

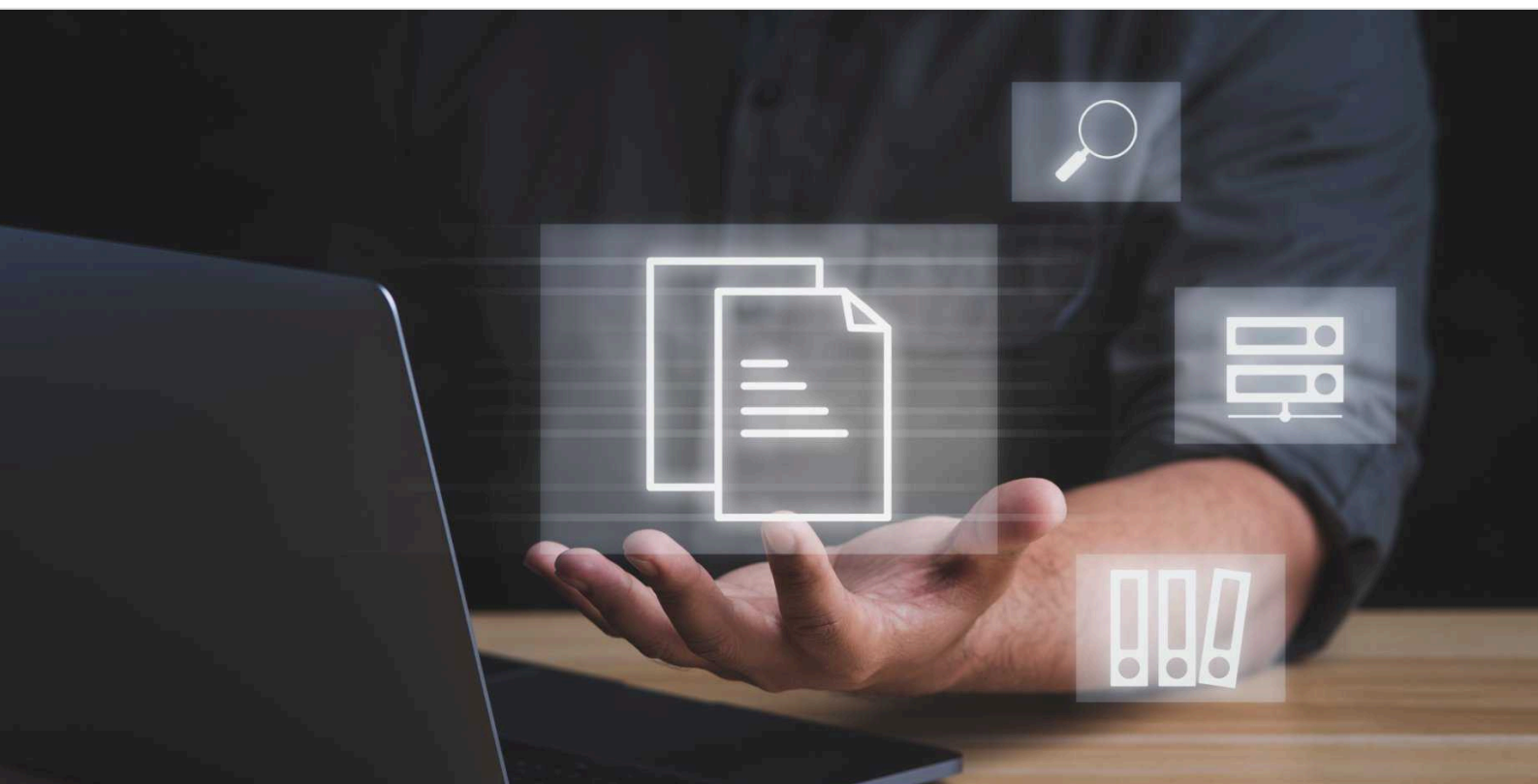
✔ Delegate, standardize, and stay in control from the legal department.

Any user in the company can create the contracts their department needs by following this process, without being a legal expert. That way, **the legal department delegates contract generation but keeps control over the process** from start to finish through the CLM platform.

The contract is completed and negotiated, and the legal department decides who can access it, who can view it, comment on it, reassign it, or approve it to move to the signature stage. **AI can automatically review each negotiated version, flagging deviations from the original template or clauses that fall outside approved legal criteria before they reach the signature stage.**

It's a collaborative system that streamlines the process and makes it more accessible, while avoiding errors that could lead to legal contingencies of all kinds.

A CLM also makes it possible to update every template at once. If a change in legislation affects multiple documents, **all templates are updated with a single click**, keeping contracts up to date and ensuring every department works with the latest version.





✔ Sign electronically and guarantee security.

Once the contract is ready and approved, it's sealed through the platform's own electronic signature in just moments, with no need to bring all parties together or drag the process out any longer. The platform lets you control who signs the document and under what circumstances, thanks to its advanced e-signature technology, which captures the signer's biometric data and provides extensive

traceability, reinforced with AI checks that help detect impersonation attempts or fraudulent signatures.

With a CLM, the conventional validation process disappears, along with the delays and risks that come with it, resulting in a process that's agile, secure, and legally binding - one the legal department stays fully in control of.

✔ Store and monitor.

A CLM brings every contract together on a single platform, preventing employees from keeping outdated copies of legal documents on their own devices. Contracts can be stored by department or topic, and you can see the status of each one at a glance to plan next steps.

Every change is tracked and a version history is kept to trace the process from start to finish.

With AI, that tracking stops being passive: the system can proactively flag upcoming expirations, automatic renewals, or clauses that need attention, without anyone having to check them manually. This makes it easier to keep every change under control without creating multiple copies of the document, in a process that reduces the risk of legal contingencies.

✔ Simple implementation and almost immediate results.

Companies across every sector that have already implemented Contract Lifecycle Management solutions see the benefits within days. When it comes to legal contingencies, clients highlight how effective these tools are at reducing them.

While the first few months of use typically cut risks by 50%, that figure is estimated to reach as high as 80%. As for human error, automation helps reduce it by up to 100%.





Technology innovation for the legal department: metadata!

Metadata is data about data. **It lets you identify specific values within legal documents so you can find, sort, and report on contracts in a simple, intuitive way.** It's an AI-driven, cutting-edge feature in CLM software, but an essential one if that software is going to rank among the most complete on the market.

They're used to classify and track contracts, based on dates, locations, amounts, names... countless variables that let you build different views, such as contracts currently under negotiation, contracts pending signature, or contracts above a certain amount, among others.

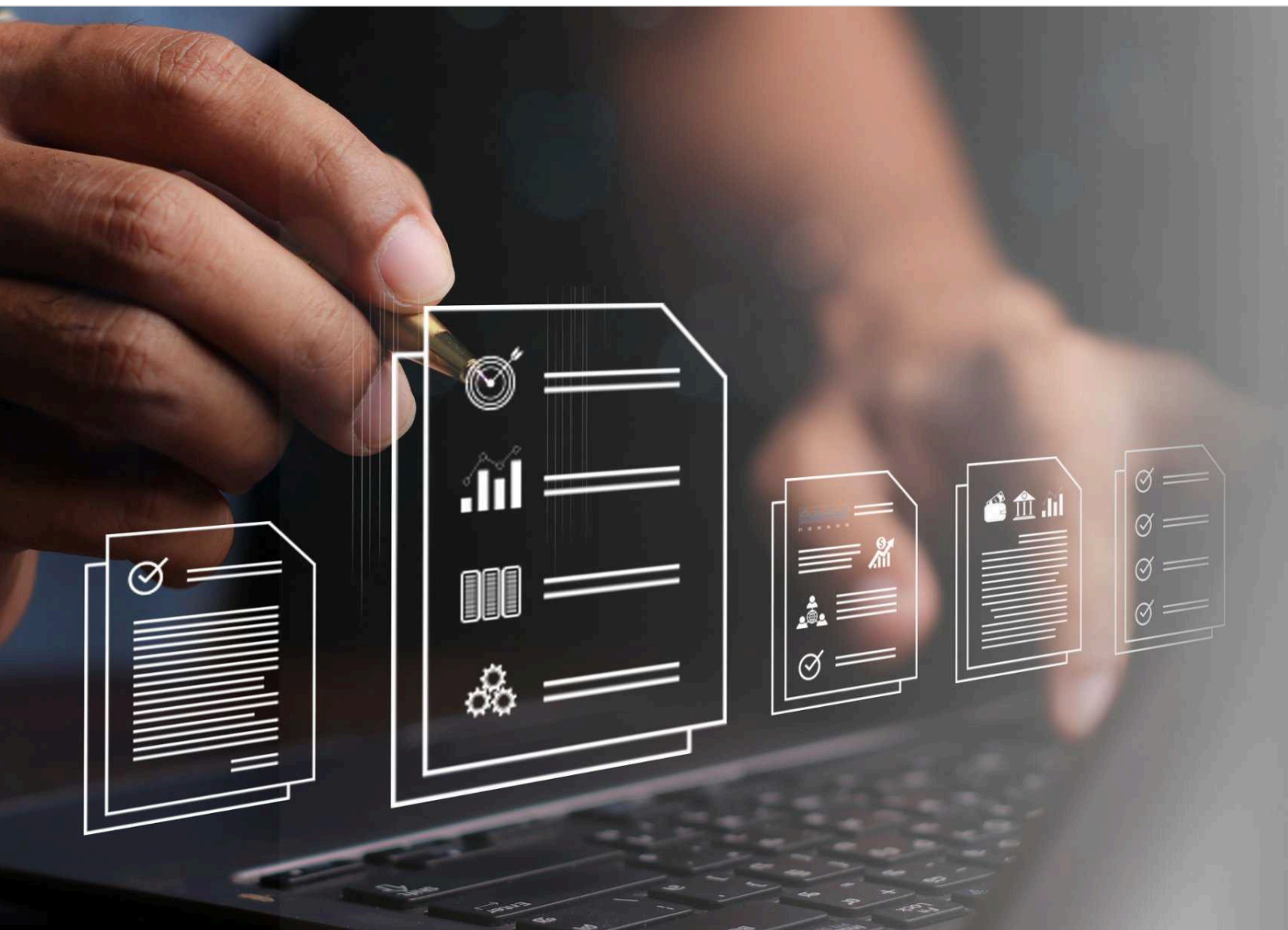
Generating this metadata used to mean reviewing every contract by hand; today, AI can read, understand, and classify it automatically.

With this data ready, you can classify your company's contracts and build cascading views to keep them under control. Thanks to customizable filters, you can see at a glance which contracts are pending signature, which ones were created by each department, when they were created, or which exceed a certain amount under specific exclusivity clauses.



Four benefits of metadata for keeping your contracts under control

- **Customize.** Define which metadata you want to use in your workspace. It's customizable and adaptable to each department's needs.
- **Collect.** Add custom metadata to your contracts manually by creating your own metadata sets, extract it automatically from your contract data, or let your CLM provider supply it for you.
- **Structure.** Structured contract data enables advanced searches and automates contract management, reducing workload and minimizing human error.
- **Analyze and report.** Create views and export them to Excel for an in-depth analysis of your legal documents.





Capture metadata intuitively. Discover endless possibilities.

Metadata can be used for countless scenarios, and reports can be built around it. Data that today just tells you a document's status, signature state, or creation date can become future alerts or negotiation insights that are highly useful for departments - like warning before an automatic renewal kicks in on its own, or before a volume discount is about to apply without anyone having reviewed it.

It's worth noting that **metadata can be generated automatically from a legal document, creating a specific set to be filled in during document creation or through a contract automation form.**

Some ideas: control views by expiration date, amount, or whether a penalty clause is included. Manage contracts pending signature or those exceeding a set amount.

❖ How does Bigle Libra detect a contract's metadata?

We recently launched Bigle Libra 2.0, the most powerful version yet of Bigle Libra, our legal AI engine.

This new version arrives with an ambitious new feature: AI Skills, a set of AI functions built directly into the legal workflow – not as an outside assistant you have to consult, but as capabilities that act on their own within the platform.

Unlike generative AI (which drafts new text), **Bigle Libra 2.0 is trained to interpret and classify what already exists in a document:** with one click, it identifies and extracts a contract's metadata and key entities, such as the document name, key dates, governing law, the parties involved, and relevant clauses.

The practical result: **any contract imported into the platform, regardless of its origin or format, gets structured and classified in seconds,** without anyone having to review it manually.

This turns what used to be an inert pile of loose PDFs into a usable contract database, capable of powering advanced searches, automatic alerts, and reports.

Development placed special focus on Spanish, a language with far fewer AI training resources than English, and achieved entity-detection accuracy that exceeds the recognized scientific benchmarks for that language.

A complete Contract Lifecycle Management solution should include this AI feature to serve the professionals who work with contracts, since it's a **key capability for companies' knowledge management:** it organizes contracts automatically, streamlines their management without manual work, and opens up possibilities that used to require reviewing documents one by one.



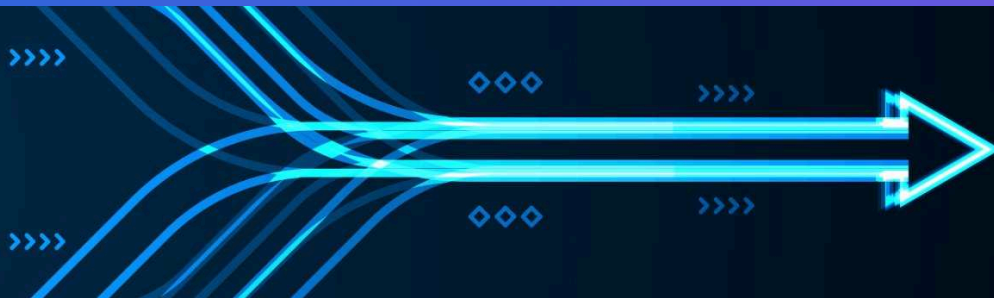


What benefits does AI-powered CLM bring to companies across different sectors?

CLM, integrated with AI, can benefit industries of every kind, since contracts and legal documents are used across the vast majority of sectors. Banks, insurers, real estate firms, consumer goods companies, construction firms, large law firms – **any organization that works with contracts benefits from this technology.**

The contracting stage is the most tedious and slow-moving part of any deal, whether it's hiring an employee, bringing on a service, or signing a new customer. Different people, departments, and stakeholders get involved before reaching the desired signature. By streamlining that whole process with AI and removing human error from it, conflicts disappear and things move much faster toward the final goal.

8. How to choose the best AI-powered CLM software for your company?



Finding the ideal CLM for an organization depends on several factors. Choosing the solution that best fits your company's needs helps secure ROI right from the moment you select a CLM solution. To do that, it helps to keep in mind a few important aspects, described below:

Your company's size

Small and medium-sized businesses:

- These usually have up to 100 employees and focus on specific areas of operation. These companies can find the best fit in software specialized in creating and storing contracts, **where AI features like clause autocompletion or automatic data extraction already deliver notable time savings** without requiring a complex rollout. Smaller companies tend to work with tighter profit margins, and their ability to generate a recurring revenue stream depends on being able to renew contracts easily.

Larger companies:

- Big companies typically operate across multiple areas and have employees in different countries. For these businesses, organization and coordination are crucial. For example, when drafting contracts that require collaboration between multiple internal and external parties, they need modules that help automate most of the contract approval process, **backed by AI to detect deviations from approved templates at scale**. Additional features can include milestone tracking, automatic alerts, and other capabilities it provides.



Security of the CLM provider

Corporate security has several layers, and it doesn't only depend on the measures a company takes internally. As a technology provider, **a Contract Lifecycle Management platform must guarantee the security of its clients and user companies to ensure everyone's information is stored securely and reliably.**

Make sure the CLM solution you choose holds high security certification standards, safeguards its

clients' information, and is transparent about whether – and how – its AI uses that data to train its models.

Companies need to analyze their contract processes to find the right indicators and prevent revenue leakage.

Language and local support from the provider

Beyond technical security, how close the provider is to you also factors into the equation. If any issue comes up, **having a team that speaks the same language as your organization is the difference between a clear, fast fix and a slow process full of misunderstandings.**

Similarly, having in-country support makes it possible to resolve questions or issues faster, in line with local time zones and the regulatory or cultural particularities of the local market. This factor, though sometimes overlooked, is key to ensuring a smooth rollout and a long-term relationship with your CLM provider.





Before you sign: 4 key questions about the AI built into your CLM

With the rise of generative AI, security no longer depends only on traditional certifications, but on how the AI built into the CLM actually behaves. Four specific questions to ask before signing up:

- **Where is your data stored and how is it used?** Ask explicitly whether your contracts are used to train the provider's general model, or whether they stay in a private environment exclusive to your company. **The difference determines the confidentiality of your business information.**
- **What level of human review does the provider require?** According to a 2025 Gartner survey of legal organizations, 70% keep mandatory human review in place for contracts above a certain value threshold, typically \$250,000 or more. A good AI-powered CLM provider should recommend that same standard to you, not just allow it.
- **Does it perform well in Spanish, or is it just adapted from English?** Most legal AI models are trained primarily in English, with much less data available in Spanish. Before signing up, ask for concrete examples of accuracy in Spanish, not just in English.
- **Does it comply with current AI regulation?** With the EU AI Act being phased in progressively during 2026, **a serious CLM provider needs to be able to explain what risk level its AI carries** and what human oversight it offers, especially for higher-risk uses such as drafting employment clauses.

Quality of technical service

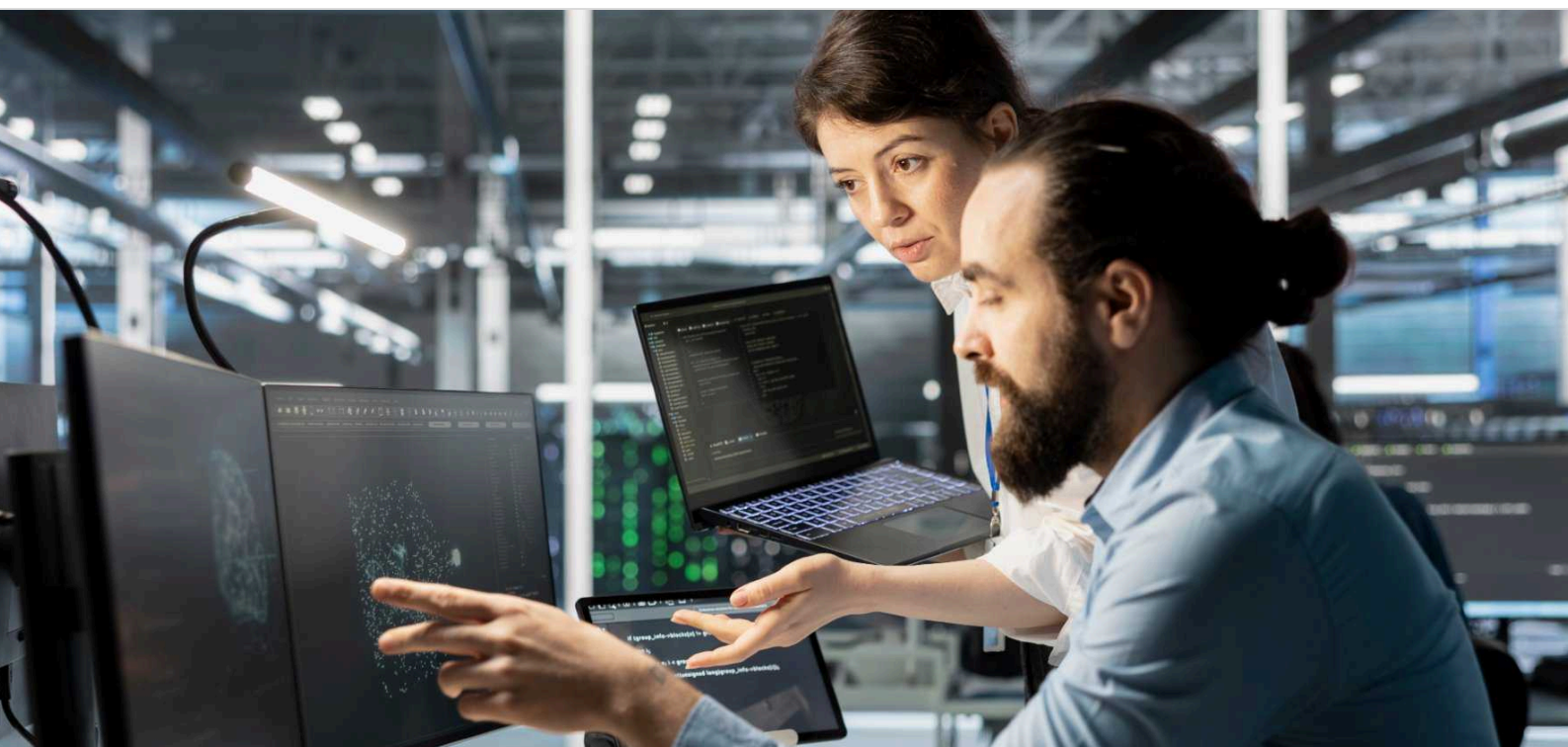
It's worth checking whether integration services are included in the price. Unless you're subscribing to a very basic product, make sure you can count on high-quality onboarding, which should include, at minimum, guided installation and setup, role-specific training, and a dedicated project manager.

It's also worth being curious about how the company collects customer feedback: **is there a place to suggest improvements and new features? Do they send product satisfaction surveys and measure how happy customers are with their support?**

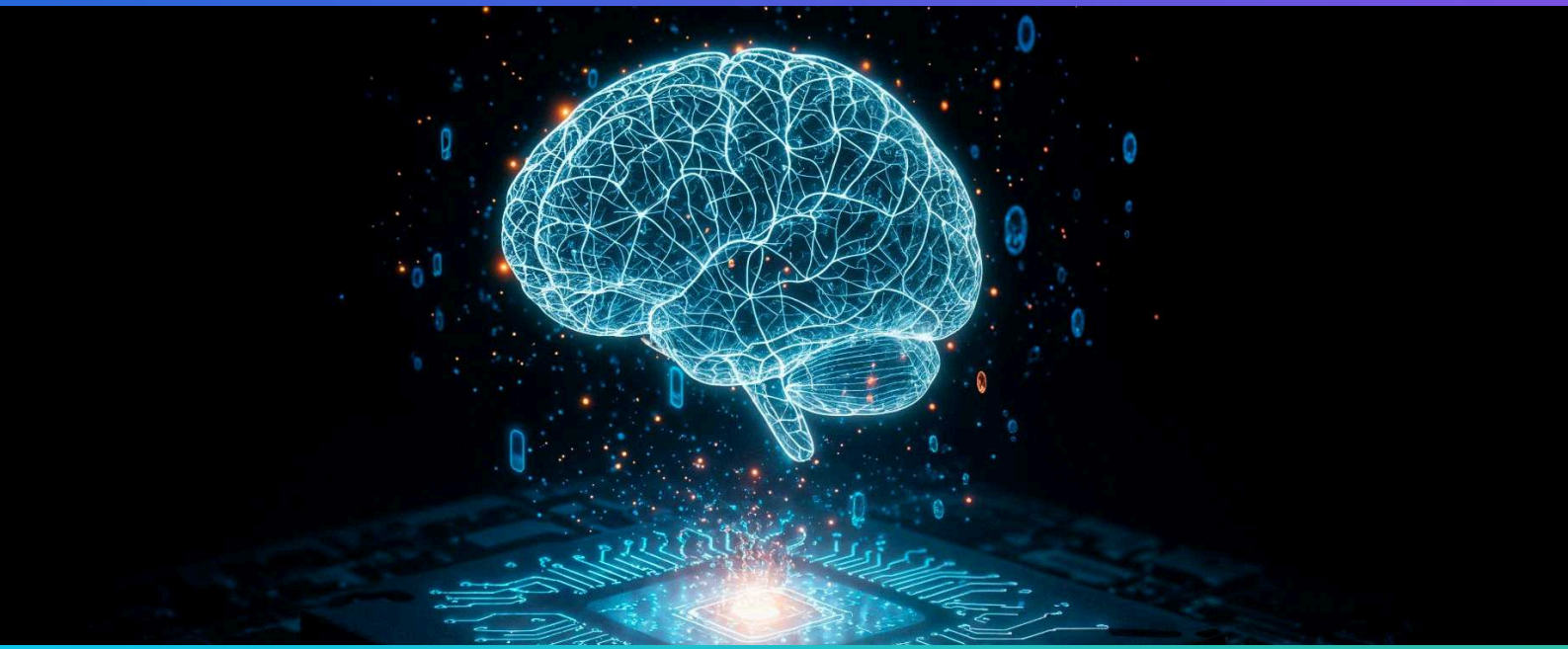
This shows how interested they are in listening to your feedback and improving their products and services.

Make sure it's cutting-edge, up to date, and has its own AI:

- Ask your CLM provider for a list of updates made to their platform over the last 12 months. This will show you how much the software evolves to stay current and competitive, helping you gauge whether innovation is a core value for the company's team. It will also let you pick a service that grows with your business. For AI specifically, this matters even more: **the pace of progress in this space is such that a CLM that doesn't ship AI improvements constantly will become obsolete in months, not years.**
- Check that the software runs on its own AI, natively built into the platform rather than bolted on from a third party, and ask for concrete examples of new AI features launched in the past year, not just roadmap promises.



9. The future of contract management: AI, automation, and smart contracts



Where is AI in contract management headed?

The pace of change in this field is fast even by tech industry standards. Three specific shifts are already shaping the years ahead:

- **From AI that responds to AI that acts.**
Until now, AI in CLM analyzed and suggested, while the user decided and executed. The next stage is AI agents that carry out entire tasks autonomously: reviewing a contract, flagging risky clauses, and notifying the person responsible, all without human intervention at every step.

Gartner estimates that by 2026, 40% of enterprise applications will include AI agents specialized in specific tasks, up from less than 5% just two years ago. Bigle is already moving in this direction: its latest version, Libra 2.0, **includes agentic behavior and reasoning ability to interpret a request and automatically carry out the necessary steps, with functions ("AI Skills") built directly into the legal workflow**, rather than as a separate external assistant to consult.

- **Contracts that manage themselves after signing.** World Commerce & Contracting notes in its "AI in Contracting 2026" report that the biggest leap isn't in drafting the contract but in what happens after it's signed: automatic tracking of obligations, renewal alerts, and early detection of non-compliance – the stage where most of the revenue loss we saw in chapter 1 is concentrated today.

- **More regulation, not less.**

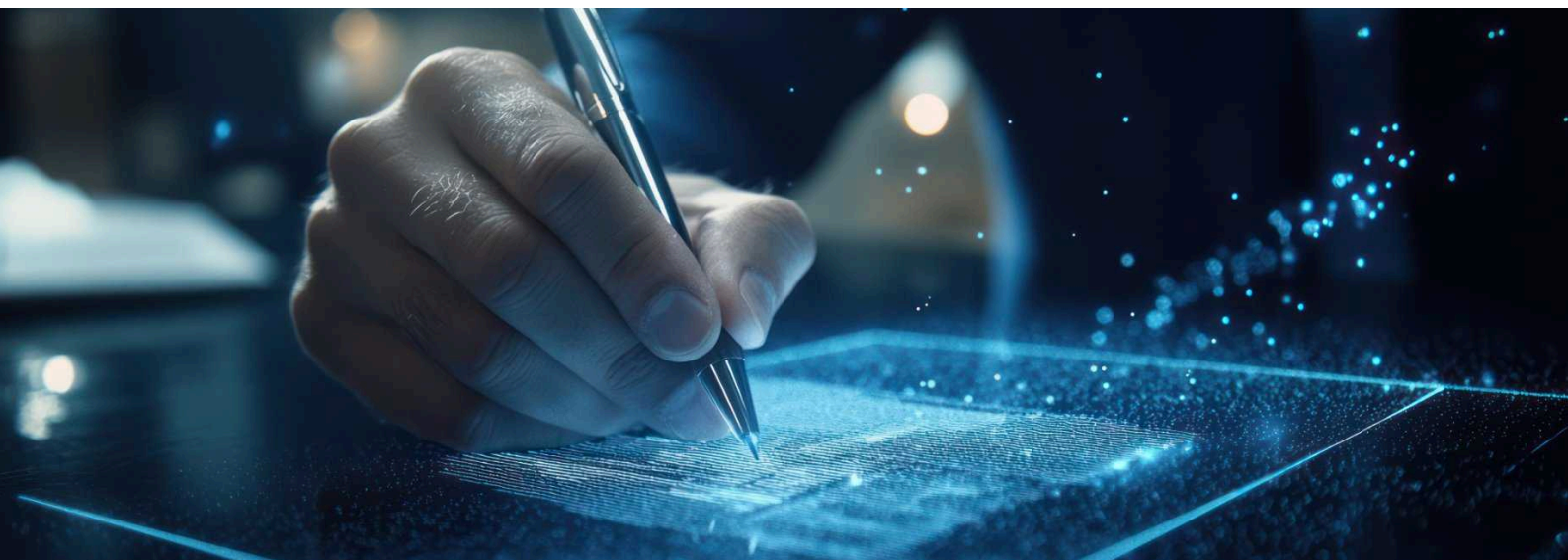
The progressive rollout of the EU AI Act during 2026 requires companies to document the risk level of each AI use in their contracts, especially in areas like employment clauses. This doesn't slow adoption down, but it does mean choosing providers that already build in that traceability by design, rather than patching it on afterward.

Revenue leakage tied to contracts is a serious flaw that technology can fix. Lost profit happens when contract processes are slow, inefficient out of habit, and lack control over risks, obligations, and renewals – so companies need to stop and look at how they're managing contracts, so they can improve them and avoid losses that can run into the millions.

Once the indicators to improve in contract management are set, choosing a CLM solution helps companies unblock a process that slows down legal operations across the whole company.

Improving legal operations helps organizations maximize their return on investment, and it also becomes an indispensable tool for the company. Once the process is streamlined, creating legal documents becomes simple and fast. In the same way, cross-department collaboration gets easier, creating positive synergies that improve the relationship between different areas. It's time to focus on creativity and leave the paperwork behind.

Contracts become a tool, a valuable asset for every department, rather than a tedious document that takes weeks to complete. And, increasingly, a source of revenue that can be measured, anticipated, and grown.



10. About Bigle

Bigle is the legal AI platform that covers the entire contract life cycle. 4 products. One single ecosystem:

Bigle CLM, the legal AI Bigle Libra, Bigle Sign, and Bigle Academy. The company's mission is **to make companies' legal operations more efficient, improving security and minimizing the risk of legal contingencies.**

The platform lets professionals automatically create documents, share them for review, validate them in real time, collaborate virtually, negotiate, and sign with its own e-signature.

Bigle has developed a generative artificial intelligence assistant, Libra, connected to its CLM platform, built for legal departments, expert in legal matters, and **offering a secure environment with maximum confidentiality, minimizing the hallucinations typical of other general-purpose tools.**

The company is a pioneer and a leader in no-code document automation, with a global presence, and its clients include major corporations and large law firms.

To learn more about Bigle, visit: biglelegal.com

For other inquiries, contact communication@biglelegal.com

By using Bigle, you contribute to saving natural resources



323 million
kg of wood



7.1 billion
litres of water



725 million
kg of CO₂



47 million
kg of waste