



# CONTRACT CAPABILITIES



# Vyapi Does Contracts For Small Business. That's All We Do.

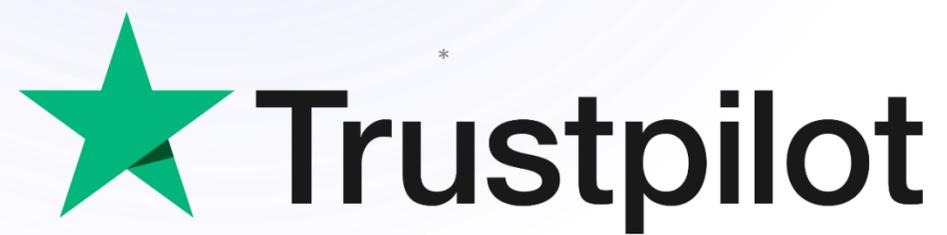


“  
**Our experience with Vyapi was excellent.**  
They understood our business and were responsive, meticulous, timely, and cost-effective.  
Vyapi delivered contracts beyond our expectations.

**Director, Legal & Corporate  
Digital Solutions Company**

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Vyapi is not a law firm. We are a professional services company providing contract management support in accordance with the American Bar Association, state and local rules and regulations.



**America's Top**  
**Small Business Company**  
Recognized by U.S Chamber of Commerce

# Who We Are

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Vyapi's experienced commercial lawyers, contract specialists and technologists know contracts.

We've worked for top law firms, legal departments, global consultancies, and premier legal services providers to support the contract needs of Fortune 500 companies. Now Vyapi brings that same professional contract management to small and medium-sized businesses - companies which can benefit from it most.

We're affordable, lean, collaborative, and accountable. Count on Vyapi for your contracts.



# What We Do

Vyapi's small and medium-sized customers have contract needs that reflect cost, labor and technology constraints.

They may not have adequate legal, sales, procurement, finance, or HR departments to manage contracts. Their contract teams may be unstructured, understaffed or overworked. And just stretched too thin.

Companies turn to Vyapi when there are contract deadlines. That's a warning to take control of your contracts before it's too late. We know the contracts small businesses work with every day: employment, sales, services, leases, licenses, IP, and more.



## How We Do It

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Vyapi's commercial lawyers, contract specialists and technologists apply deep knowledge of substantive and procedural law, implement class-leading processes, and provide security, privacy and confidentiality to every contract engagement.

We know how your unique contract clauses, terms, conditions, commitments, and milestones must be drafted, executed, tracked, and managed over the contract's lifecycle. We provide customized contract solutions to ensure your agreements adhere to legal obligations, maximize efficiency, and reduce financial risk and cost.

Our contract consultants can also evaluate, implement and optimize class leading contract management tools\*, as well as integrate them into your current sales or enterprise platforms.

\*Agiloft, Apttus, Ariba, Cobblestone, ContractExpress, ContractPodAI, Coupa, Docusign, eBrevia, Exari, HighQ, iCertis, Ironclad, Juro, Kira, Legalsifter, Malbek, Ontra, Pramata, and SirionOne, among others.



# Vyapi Supports Overburdened Business Functions

## Legal

Vypai's end-to-end contract solutions were designed by lawyers for your small business.

We manage your contracts so you can focus on your business, productivity and the bottom line.

## Sales

Close deals faster with Vyapi. Our contract solutions accelerate sales. We make it easy to manage new contracts and renewals, search and organize contracts, and analyze contract performance for improved decision making.

## Procurement

Vyapi's contract solutions help you stay on top of vendor and supplier contracts. We help you reduce the time from source to contract, standardize contracts, negotiate better deals with less risk, stay on top of procurement goals, and never miss obligations or renewals.

## Finance

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Vyapi enables cost-savings by providing improved insight into your costs and revenue. We help you leverage contract data to make better financial and risk management decisions essential to your company's objectives.

## Human Resources

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Vyapi lets you manage employment-related agreements more efficiently. We help you organize, standardize, revise and administer offer letters, employment agreements, consulting agreements, NDAs and non-compete agreements, as well as benefit agreements.

# Vyapi Delivers Contract Value To Small Businesses

**Experienced  
Contract Lawyers**

**Up To 80% Savings**

**Experience with  
100+ Contract  
Types**

**Protected Customer  
Data**

**Transparent & Fixed  
Pricing**

**25+ Industries  
Supported**

**24/7 Availability**

**All Your Contract  
Needs In One Place**

# Vyapi Has Seen It. And Done It

Vyapi's Contract Professionals Have Worked On More Than 100 Types Of Contracts Small Business Uses Every Day, Including:

Master Services Agreements  
(MSAs)

Consulting & Services Agreements

Statements of Work (SOWs)

Sales  
Contracts

Software  
Licenses

Franchise  
Contracts

Finance Agreements

Lease & Rental  
Agreements

Employment  
Agreements

Reseller Agreements

Liability Releases

Data Processing Agreements

Terms of Service

NDA's, Confidentiality & Non-  
Compete Agreements

Vendor Agreements

Transfer Agreements

# Vyapi Has Comprehensive Contract Solutions

We Have Solutions For Every Stage Of The Contracting Process, Including:

Drafting

Review, Redline & Revision

Renewals & Terminations

Standardized Templates

Analytics

Contract Checklists

M&A Support

Clause Libraries

Negotiation

Approvals

Repositories

Regulatory Compliance

Issue Spotting

Identify Revenue Leaks

Parent-Child Contract Linking

Research

Calendaring, Alerts & Notifications

Abstraction & Summarization

Playbook Creation

Language Support

Risk & Gap Analysis

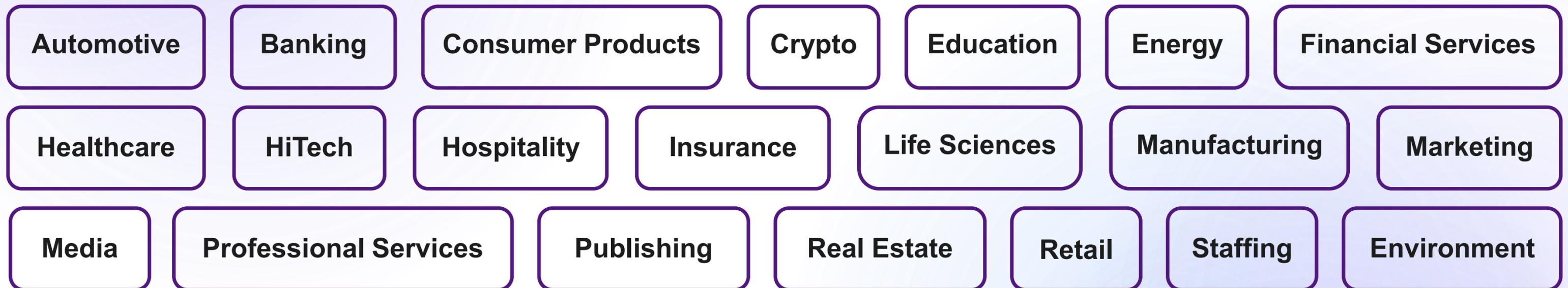
Migration & Integration

CMS Implementation & Optimization

Obligation Management

# Vyapi Supports Multiple Industries

Vyapi's Team Has Supported Contracts In More Than 20 Industries, Including:



# Vyapi Services Contracts Worldwide

We've Supported The Contract Needs Of Customers In More Than A Dozen Countries, Including:



United States



Canada



China



Finland



France



Germany



India



Ireland



Israel



Japan



Mexico



Netherlands



Spain



Singapore



Saudi Arabia



Switzerland



United Arab Emirates

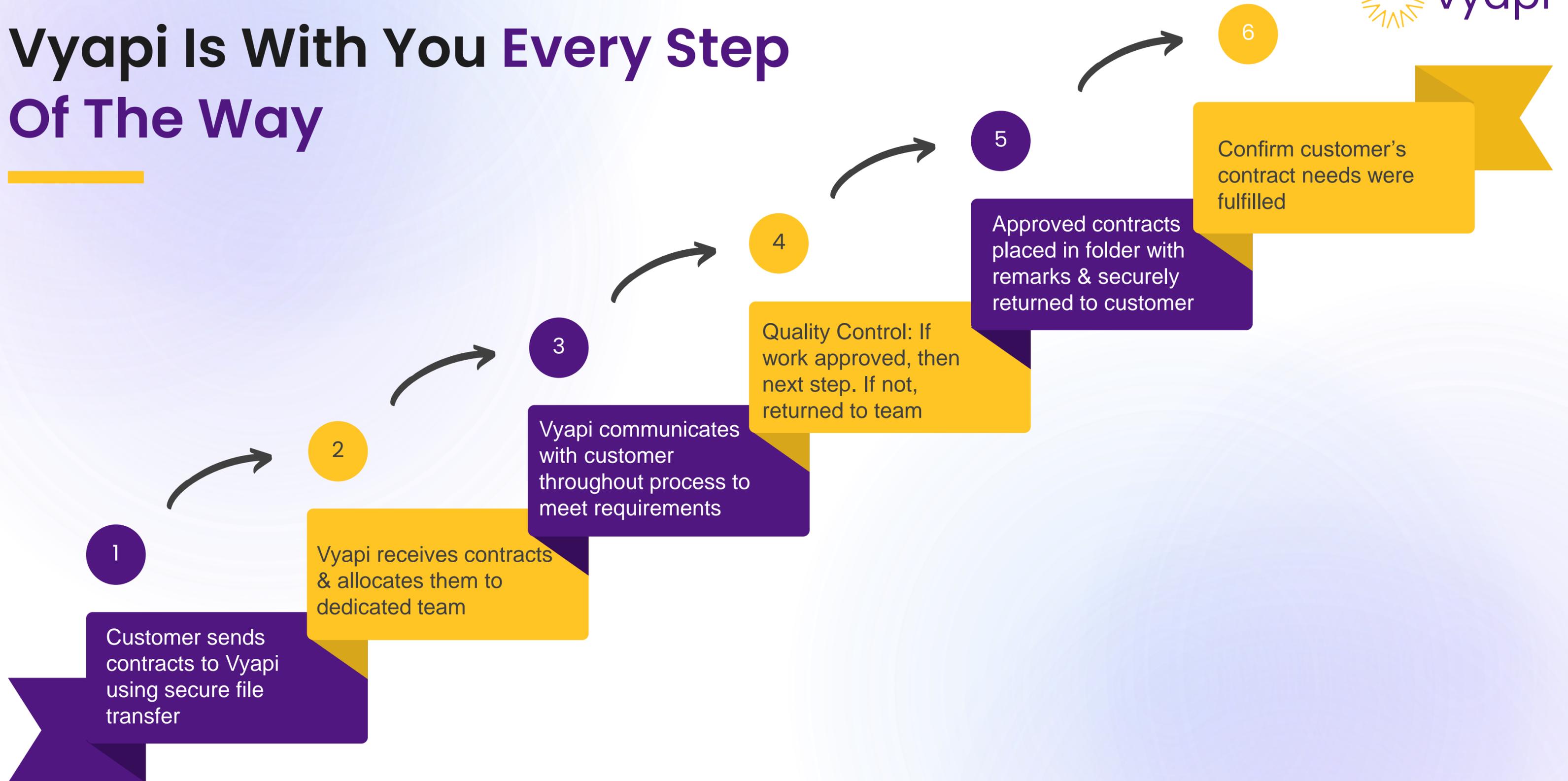


United Kingdom



Australia

# Vyapi Is With You Every Step Of The Way



# Vyapi's On Demand Contract Managers Are Ready Now

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- The process of recruiting, onboarding and training an internal contract team isn't easy. And hiring contract managers doesn't come cheap.
- That's why Vyapi's on demand contract support allows your small business to expand contract capacity at a fraction of the cost of hiring full-time employees.
- Save time and money with Vyapi's highly skilled on demand contract managers. We have the experience to get the job done.

# Vyapi Adheres to Stringent Confidentiality Requirements

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- All Vyapi employees understand and adhere to U.S. confidentiality rules safeguarding customer information.
- Vyapi strictly follows American Bar Association (ABA) Model Rule of Professional Conduct 1.6 (1983) which prohibits Vyapi employees from revealing any confidential information pertaining to its customers.
- Model Rule 1.6 has specifically been applied to legal outsourcing employees. See Ohio Sup. Ct. Bd. of Comm'rs on Grievance and Discipline, Advisory Op.2009-6 (Aug. 14, 2009); N.Y. City Bar Ass'n Comm. on Prof. and Jud. Ethics, Formal Op. 2006-3 (Aug. 2006).
- Vyapi will only reveal confidential information upon written consent of its customers. See ABA Formal Op. 08-451 (Aug. 5, 2008) (implied authorization insufficient); Ohio Advisory Op.2009-6 (same); N. Y. City Bar Formal Op. 2006-3 (same).

# Appendix – Profiles

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**Sumesh Sawhney**  
**Founder – Vyapi**  
**Corporate Lawyer**

- Renowned corporate lawyer and M&A expert with over 25 years of experience
- Founder and Director of Vyapi, a premium ALSP serving Businesses in contract lifecycle management and other allied services
- Ranked in Chambers and Legal 500 as a leading M&A lawyer
- Proven track record of executing and winning substantial India-bound corporate work
- Played a significant role in building and developing India corporate practices at leading international firms
- Extensive experience as in-house counsel and as a partner in leading Indian & international law firms
- Recognized thought leader in legal sector
- Group General Counsel, Essar (2019 - 2020)
- Head of Corporate, Lakshmikumaran and Sridharan (2016 - 2019)
- Partner, Jones Day (2013 - 2015)
- Partner, Clifford Chance (2006 - 2013)
- Partner, Amarchand Mangaldas, New Delhi (2003 - 2006)
- In-House Counsel, Escort Group (1996 - 2000)
- In-House Counsel, Thapar Group (1992 - 1996)



**Robert Unterberger**

**VP – Solutions**

**U.S. Attorney with 30 Years  
Contract Management  
Experience**

- Legal Technology and Transformation Leadership for Global IT, Consulting and Business Solutions Companies
- Leveraged Contract Expertise for Compliance, Corporate, Data Privacy, Litigation, IP, Investigations, M&A, and Operations
- Law Firm, Legal Department, Law Faculty and Legal Sourcing Experience
- Solutions including Training, Analytics, Process Improvement, Automation, Machine Learning, Natural Language Processing & Process Mining
- Support for Industries including Automotive, Consumer, Education, Energy, Financial Services, Healthcare, Hitech, Hospitality, Insurance, Life Sciences, Manufacturing, Professional Services, Real Estate, Retail and Staffing
- Member ABA Task Force on Legal Outsourcing
- Instructor First ABA-Accredited Legal Outsourcing Course
- Adjunct Law Professor Delaware Law School and Temple University Beasley School of Law
- Lecturer ALM LegalWeek, West LegalEd Center, Center for Law Practice Technology, Georgetown Law School Conference on the Future of the Legal Profession, Stanford Center for Legal Informatics, George Washington Law School Indian Studies Initiative, Lorman Education Services, Perrin Conferences, Harris Martin Conferences, American Bar Association, Pennsylvania Bar Association, National Business Institute, National Court Reporters Association, and International Quality & Productivity Center
- Contributor Law.com, American Lawyer, National Law Journal, NY Law Journal, LA-SF Daily Journal, Lawyers Weekly, Legal Intelligencer, Delaware Law Weekly, Law Firm Inc., Law Department Management, LexisOne, European Lawyer, Metropolitan Corporate Counsel, Entrepreneur, and CBS News
- Boston College Law School, Tufts University & London School of Economics
- Commercial Litigator Admitted U.S. Supreme Court, Federal & State Courts



**Sameer Prakash**

**VP - Client Services  
Technology Lawyer  
with 11+ Years of Contract  
Management Experience**

- LinkedIn Community Top Voice Badge on Contract Management & Contract Negotiation
- Technology Consulting Lawyer with vast experience in SaaS, Enterprise and AI based platforms
- Extensive experience in the ALSP (Alternative Legal Service Provider) sector, specializing in comprehensive End-to-End Contract Management Solutions & Delivery
- Accountable for ensuring smooth delivery and enhancing the overall customer experience working as Vice President [Client Services] of Vyapi, a premium Alternative Legal Service Provider
- Demonstrates robust Negotiation skills in cross-border transactions, exemplified by the successful closure of a substantial \$4.5 million deal
- Established and spearheaded the Legal Department across geographies for a cybersecurity company and led growth initiatives on various fronts
- Demonstrated proficiency in cross-functional collaboration, leading discussions with diverse departments seamlessly
- Proficient in handling legal operations, Project Management, Service Delivery, and Customer Success, specializing in Contract Management

- VP – Client Services, Vyapi (2022 - Present)
- Global Legal Head ColorTokens (2020 - 2022)
- Team Lead, First American India (2016 - 2020)
- Senior Consultant, Consilio (2015 - 2016)
- Senior Legal Associate, UnitedLex (2013 - 2015)
- Associate Advocate, Law Firm (2012- 2012)



## **Khaleelur Rahaman**

**Senior Manager – Client Services**  
**Indian Attorney with**  
**20 Years Experience**

- Seasoned contract management professional with client engagement and relationship building qualities
  - In-depth experience in both In-House and legal service provider roles, specializing in contract management
  - Played a significant role in optimizing processes, enhancing operational efficiency for streamlined contract workflows
  - Strategically contributed to talent acquisition, training, and development, fostering growth in the client services team with a focus on contract management expertise
  - Exhaustively created a centralized repository for multiple contract types, ensuring efficient contract categorization
  - Extensive experience overseeing contracts for a diverse portfolio of companies, emphasizing effective contract management
  - Developed and organized a comprehensive training module for effective contract management practices
- Senior Manager, Vyapi (2022 - Present)
  - Team Manager, Capgemini (2020 - 2022)
  - Team Lead, First American India (2012 - 2019)
  - Senior Associate, Pramata Knowledge Solutions (2011 - 2012)
  - Legal Officer, Amicorp Group, (2009 - 2011)
  - Legal Executive, Manthan (2007- 2009)
  - Legal Associate, Goswami Associate (2005 - 2007)
  - Associate Advocate, Hawkeyed Legal Consultants (2003 - 2005)

# Appendix – Case Studies

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# Contract Management for a Design and Technology Company

## Scope

### Processes

- Contract template development
- Review & redline support
- Risk identification & obligation mapping
- Align contract terms with business goals
- Collaborative negotiation support

### Geography Serviced

- India

## Customer Challenges

- No in house legal team
- No contract templates
- Failure to identify contract risks
- Looming contract deadlines

## Vyapi Solutions

- Customized contract templates
- Thorough contract review & revision
- Comprehensive risk identification & resolution
- Exhaustive contract obligation mapping
- Strategic negotiation support

## Business Benefits

- Accelerated deal closures
- Mitigated risks & reduced legal exposure
- Substantially reduced legal expenses compared to in house legal costs
- Much improved cash flow
- Contract compliance with industry & regulatory demands

**Compliance | Savings**

# Contract Management for an Aluminum Extrusion Company

## Scope

### Processes

- Multi-country partnership agreements
- Comprehensive contract management support
- Contract assistance from inception through execution
- Draft end user license agreements (EULAs), data processing agreements (DPAs) & privacy policies

### Geographies Serviced

- India & Ireland

## Customer Challenges

- Lack of complex commercial transaction experience
- Limited understanding of critical contract terms
- Inability to handle end-to-end contract management
- Lack of resources to handle multiple complicated agreements

## Vyapi Solutions

- Managed full range of contract processes from inception to negotiation to execution
- Clarification of all essential contracting points
- Routine collaborative sessions with stakeholders
- Subject matter expertise applied to identify & mitigate business risks
- Drafting critical agreements including EULAs, DPAs & privacy policies

## Business Benefits

- Collaborative & communicative contracting model
- Cost-effective end-to-end contract management support
- Accelerated deal closures
- Mitigated risks & reduced legal exposure
- Contract compliance with industry & regulatory demands

**Compliance | Savings**

# Contact Vyapi

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