

# The market-leading comparison tool designed with in-house teams in mind.

Workshare Compare accurately detects changes across any two documents in seconds. It is fully integrated into your working life, so you'll never miss a beat.



## Why Workshare Compare?

The time it takes to manage revisions from multiple authors in multiple document formats using Microsoft Word can become a serious cost issue, not to mention error-prone when spotting changes by eye. As the most robust comparison tool on the market, Workshare Compare helps teams spend less time spotting the difference and more time making one.



### Quick ROI

Experience massive time savings and ROI when users quickly compare documents within the DMS, Google, email, and more.



### Streamline Reviews

Eliminate manual comparisons and version creation with the power to identify and make changes in seconds.



### Ideal User Experience

Compare and share documents with anyone and from anywhere without jumping through hoops.



### Trusted Accuracy

Have confidence every change was captured, then accept, reject, or flag changes for later review.

## Key Features



### Integrated Workflow

Compare entire documents or only highlighted snippets from Outlook, the document and case management systems, or directly within the PDF, Word, Excel, or PowerPoint file.



### Detailed Change Summary

The comparison analysis is structured by change type and quantity so users can view results and quickly modify or flag for later.



### Compare Anything

See changes to any file type, and items such as charts, text, tables, comments, and more.



### Save & Share

Save the redlines, a merged version, or create a new document with the original formatting that reflects combined changes, then print or email.

## Integrations

- Microsoft Office
- Microsoft SharePoint
- iManage
- OpenText
- Worldox
- NetDocuments
- Google G Suite
- Cloud Service Providers
- 3rd Party Content Providers
- 3rd Party Research Providers
- Internal Intranet

## Why More Corporate Teams Trust Workshare Compare:

**Corporate Counsel**

Tullow Oil

“The ability to easily integrate into our [DMS] environment meant we could take the additional benefits of Workshare Compare, such as faster and more efficient document comparison, while allowing users to continue using the document management system they are familiar with. We are always looking to deploy tools that make it easier for staff to do their jobs, and the combination of [our DMS] and Compare does that.”

For a closer look, visit [www.litera.com](http://www.litera.com) or request a demo.

## Litera Transact for Corporate Legal

As an extension of your legal team, you often count on outside counsel to help with legal research and managing deals. But when multiple people from multiple organizations collaborate, all too often communications break and inefficiencies occur. With the right technology, however, it doesn't have to...







### 3 Major Pain Points when Managing Deals with Outside Counsel:

- 1 Excessive & unpredictable law firm costs.**  
According to a recent survey, 73% of in-house lawyers are concerned they overspend on outside counsel, with excessive time spent on admin tasks resulting in unpredictably high fees.
- 2 Lack of control and visibility.**  
The in-house team receives lengthy emails from outside counsel with PDFs or Word files of status reports, which become outdated moments after sending. The lack of real-time visibility into the deal status not only drives outside counsel to spend billable time on admin work, but it can also lead to duplicate efforts.
- 3 Sub-optimal time management.**  
With hours scheduled for conference calls and project management with outside counsel, you struggle to find more time to work on other critical projects within the business, putting you at risk of meeting deadlines.

Litera Transact is the simplest way to gain visibility and predictability into deals managed with outside law firms.

## Run a more efficient deal with Litera Transact.

Litera Transact converts the manual, tedious process of managing transactions into a secure, collaborative workspace. It brings control, peace of mind, and speed to legal transactions by providing your outside counsel with the following:

-  **Interactive checklists**
-  **Closing book creation**
-  **Signature page automation**
-  **Task management and reminders**
-  **Signature management with DocuSign**
-  **Centralized data rooms**



### Enhance Collaboration

Get more visibility into deal status, making it easier to communicate progress and dedicate more time for quality legal advice.



### More Competitive Rates

Many firms that adopted Litera Transact can now provide clients more competitive rates, potentially winning more business and retaining more happy clients.



### Mitigate Risk

Trust your data is protected by communicating sensitive information and sharing documents within this secure platform.

**Lars Bjørn Christiansen**  
Head of Corporate Advisory  
at Nordea Bank

“Litera Transact is...instrumental to drive down cost, improve efficiency, and increase speed. Communicating with our counsel on deals is much easier. As a result, we attain more competitive rates from our legal advisor, which is an important contributor to winning new deals. Especially during closing, with high stress and short deadlines, Litera Transact is a solid platform that ensures an efficient document process. We encourage the use of Litera Transact and we have whitelisted the solution to promote more efficiency across all of our deals.”

See how hundreds of firms use **Litera Transact** to improve client service and visibility.

# Delphi Leverages Contract Companion to Accelerate Productivity and Reduce Human Error

## Overview

In January 2017, the 185-strong Swedish law firm Delphi was crowned the country's 'Law Firm of the Year' for the second year in a row. The organisers tallied responses from over 1000 clients in 13 specific areas of performance, from the fairly obvious 'knowledge of the problems inherent to each matter' to impressions of proactivity, availability, and how well firms add broader business value.

It's a result Delphi will hope to turn into a hat-trick after the next count. However, the team knows that success will always hinge on its investment in continuous process improvement, including new IT capabilities that can make a significant difference to the client experience.

Sophia Lagerholm, the firm's head of knowledge management, says: "We're continually investigating what new technology can do for the business and its clients. For example, like many law firms around the world we're piloting some examples of artificial intelligence – and we've found it's easiest to begin with the due diligence aspect of M&A work. "We're also beginning to build some of our own templates for document automation, which increases efficiency surrounding processes in the field of corporate law, in particular."

## Solution

As the legal market in Sweden is significantly smaller than in some other countries experimenting with the application of AI, Lagerholm says it's important to ensure the potential volume of work for such solutions justifies the initial investment.

However, one product which has managed to make its mark on the firm's efficiency and productivity levels rather more quickly is Contract Companion from Litera. The business case here is exceptionally clear – a dramatic reduction in how long it takes for people to proofread documents manually, and a corresponding increase in the quality of the draft that reaches clients.

Lagerholm says: "The driver for us was simply to accelerate the quality of all documents that clients receive by reducing the errors that we, as humans, can tend to overlook. Contract Companion provides an extra level of security in the proofreading process – effectively checking for common errors that might make it through before a lawyer sends a document's final draft."

She continues: "Some of the most common problems picked up are missed cross-references, and definitions not in alphabetical order – or not listed at all – but could also as be simple as a bracket that hasn't been closed, or of course a misspelling."

It is, in short, the difference between the expectation of consistent accuracy so fundamental to a profession like legal and an embarrassing one-off lapse that might make a client think twice about quality.

## About Delphi

Delphi is one of the top commercial law firms in Sweden with offices in Stockholm, Göteborg, Malmö, Linköping and Norrköping.

It serves clients across Scandinavia, Europe, and North America, in matters ranging from mergers and acquisitions to banking and finance and real estate.



Unlike document automation, it's also very clear that the benefits can immediately scale up to make a big difference to the bottom line. Since implementation in June 2017, Lagerholm's team have rolled the technology out across the firm's five offices and many of its practice areas.

Partners didn't take much convincing, says Lagerholm – of course a more consistent experience for their clients was worth their investment. "As soon as they got their hands on it they could see the value, so we decided to distribute it widely and early. We took 60 licences to let people really try it out right across the business."

### Results

She says the firm hasn't yet been able to put a number on the increased performance or time saving when proofreading a document – but anecdotally the feedback on the process change has already been very strong.

For example, partner Johan Hübner says Contract Companion also makes his working life a lot more pleasant.

"Ensuring the right level of quality-control over contracts usually requires two proofreads – one for the actual content, and another for issues of formatting. The second one is tedious, people don't like it doing it, but it's also where errors can occur because of the time pressure on client delivery – so Contract Companion really improves my stress levels as well as the firm's efficiency.

"The time savings vary, of course, depending on the document's length, but it's possible for a proofread that was once several hours to take as little as 15 minutes."

He says the 'defined term checker', which scans for whether legal terms have been used in the contract, but not defined – or are inconsistently capitalised, for example – is a particularly impressive feature.

**Johan Hübner**  
Partner, Delphi

" Not only does the efficiency of time-saving technology have an impact on financial performance, but it frees us from documents to focus on more strategic areas, such as client relationships."

“Word in the corridors here is that my fellow partners are similarly impressed,” he financial performance, but it frees us from documents to focus on more strategic areas, such as client relationships.”

Lagerholm adds: “We had plenty of excellent help from the Litera team throughout the implementation, such as online training materials that people could watch and complete in their own time.”

The accolade of Law Firm of the Year suggests it’s hard for Delphi to be ranked much higher by its clients than it is already, but Contract Companion has a key part to play in keeping both individual documents and client satisfaction scores consistent.

### About Litera

Litera is the leading provider of software for drafting, proofreading, comparing, repairing, and cleaning documents in the legal and life sciences industries worldwide.

Our core products empower users to generate, review, and distribute high-quality content quickly and securely, from any device.

Today, Litera supports thousands of document-intensive organizations across the globe, helping them satisfy the complex demands of clients and regulators.