

Default for Commercial Contracts<sup>1</sup>

# DraftPilot

Accelerate pre-execution contract review and negotiation

*“The time savings realized on the more basic review functions through DraftPilot allow me to provide more thoughtful comments and in-depth analysis on each individual agreement without sacrificing my average turn-around time.”*

**AXIOM LEGAL TALENT**

After a detailed RFP with eight vendors, DraftPilot was chosen for its superior capabilities, strong security standards, and robust data privacy features.

## PILOT RESULTS

**40-60%**

time savings<sup>2</sup> on key tasks, resulting in 20-60% time savings per contract reviewed

**89%**

of users ranked the quality and accuracy of DraftPilot output at the junior associate level or better

**89%**

of users reported moderate to significant increase in quality of their work product using DraftPilot

## BENEFITS



### Efficiency and Productivity

Achieve up to 60% time savings on select tasks, drastically improving turnaround times and enabling your legal team to focus on higher-value work.



### Enhanced Quality and Consistency

Elevate the standard of work, with improved accuracy and consistency across tasks



### Seamless Integration and Usability

DraftPilot integrates effortlessly into existing workflows within Microsoft Word, minimizing training and onboarding time while maximizing ease of use.



### Cost-Effective Integration

At \$250 per user per month, Axiom’s pricing for DraftPilot is the most competitive in the market. Clients benefit from direct productivity gains and cost savings.



### Turnkey Solution with Flexibility

Seamlessly integrate AI technology and world-class legal talent into your operations only when needed. This flexible approach allows for easy scaling to meet changing demands, providing both technological support and lawyer-led expertise.

<sup>1</sup>\$250/month technology licensing fee; clients can opt-out through their Axiom Client Partner

<sup>2</sup>Based on Axiom’s real-world pilot field testing and data collection

## USE CASES

### DraftPilot Accelerates Key Tasks

- ✔ **Identifying Issues in Third-Party Contracts**  
Effortlessly spot discrepancies and align contracts with client objectives.
- ✔ **Drafting or Applying Redlines**  
Enhance compliance by integrating third-party language into preferred positions effortlessly.
- ✔ **Creating or Updating Contract Templates**  
Generate and adapt templates that reflect current legal standards and client preferences.
- ✔ **Summarizing Contracts**  
Quickly receive comprehensive contract overviews to aid in efficient decision-making.
- ✔ **Drafting and Redrafting Clauses**  
Utilize AI commands to craft precise and compliant contract clauses.
- ✔ **Generating Pushback Narratives**  
Formulate substantiated justifications and fallback positions to support negotiation stances.



#### REAL-WORLD EXAMPLE ONE

Developing playbooks and templates for increased efficiency on contract review and negotiations.



#### REAL-WORLD EXAMPLE TWO

Contemplating “reshoring” by making local experienced talent more cost-effective than ever—and far more responsive than a team 12 business hours away.



#### REAL-WORLD EXAMPLE THREE

Empowering a global team for a major bank to reduce turnaround time and increase consistency of review.

## FAQS

### DraftPilot Overview

#### **1. What are the main benefits clients can expect from using Axiom’s AI solutions like Draft Pilot?**

Our clients benefit from:

1. Significant increases in efficiency, output, and consistency across contract review tasks.
2. Broadened contract review scope without raising costs, thereby reducing operational risks.
3. Opportunities to reconsider offshore contract review in favor of local, efficient, and experienced legal services.

#### **Can you describe a case study highlighting AI’s impact at Axiom?**

One notable case is the Draft Pilot implementation. After a thorough evaluation process, we piloted Draft Pilot with 18 lawyers across 28 client sites, resulting in average time savings of 40-60% on contract tasks. Additionally, 89% of participants ranked the quality and accuracy of DraftPilot output at the junior associate level or better.

#### **Does DraftPilot automate contract review completely?**

No, DraftPilot serves as a “co-pilot” rather than a replacement for legal expertise. It supports lawyers by identifying issues and enhancing efficiency, with the final decision-making remaining the attorney’s responsibility.

#### **Can DraftPilot help with all types of contracts?**

DraftPilot is optimized for convenience in reviewing Microsoft Word documents, works on both first- and third-party paper, and can help with converting PDFs into word format.

#### **Can counterparties see that DraftPilot has been used?**

No. Counterparties are unaware of DraftPilot’s application during negotiations, as all AI-generated annotations appear under the attorney’s authorship.

## General Use

#### **How do Axiom lawyers use DraftPilot?**

DraftPilot functions as a user-friendly Microsoft Word add-in accessible through Axiom-provided laptops, facilitating seamless integration into daily workflows.

#### **Can Axiom lawyers use DraftPilot on a client laptop or virtual desktop?**

Yes, but only with client IT approval to install the DraftPilot add-in. Clients may also choose to purchase and implement their DraftPilot licenses to facilitate access.

### **Can clients use DraftPilot directly?**

While our clients are engaging Axiom legal talent, we offer monthly licenses for DraftPilot to their in-house legal team.

## Confidentiality and Data Security

### **Where is the data housed?**

Playbook data for DraftPilot is stored in Ireland, and OpenAI (Foundational Model for DraftPilot) has a 0-day retention policy to manage data security.

### **Will my data be used to train public AI models?**

Absolutely not. Clients' data remain confidential and secure, adhering to stringent SOC 2 Type 1 and ISO 27001 standards, ensuring privacy and protection.

### **What safeguards are in place to protect my data in DraftPilot?**

DraftPilot complies with rigorous security measures, ensuring that client data is never used to train AI models. All data is encrypted both in transit and at rest, with strict data segregation and user-level permissions ensuring additional security. Robust safeguards are built to uphold confidentiality and integrity. For further information, please visit DraftPilot's Trust Center [draftpilot-ltd.trust.site](https://draftpilot-ltd.trust.site).

## DraftPilot Installation and Pricing

### **How does the DraftPilot license fee differ from what I can get from DraftPilot directly?**

DraftPilot offers an annual license fee per user at \$3,000 each and charges a platform fee in addition. For certain flexible arrangements or a paid proof-of-concept, they offer a monthly \$300 per user license. Therefore, the \$250 per user per month rate from Axiom is the best DraftPilot rate available in the market. Additionally, your in-house team can get licenses from Axiom at the same price as Axiom legal talent.

### **How does DraftPilot get installed?**

For engagements on Axiom laptops, we will handle the application add-in for the Axiom talent. For client virtual environments on Axiom laptops or Axiom laptops itself, we just need your IT team to push the install of the DraftPilot application from the Microsoft App Store. Once DraftPilot is available for users, we will provision the license on our end for easy login for each user.