

2024



Return On Investment

ROI CALCULATOR

Total ROI recieved

\$504,000

THE BREAKDOWN

Total Contracting Savings **\$234,000**

Total Legal Savings **\$195,000**

Total Administrative Savings **\$75,000**

Total hours saved on contracts **1800+ Hours**

Increase in total no. of contracts managed **15%**

\$234,000

Total Contracting Savings

Enhanced Efficiency and Collaboration: Streamlined contract lifecycle with workflow automation, reducing manual tasks and improving collaboration.

Improved Contract Quality & Speed: Faster contract creation process, fewer voided contracts, enhanced quality, and reduced risk.

Increased Volume and Visibility: Higher contract processing volume, better version control, minimized communication issues, and efficient cross-functional collaboration.

No.	Metrics	Units
1.	Average no. of contracts managed per client in Volody's AI CLM*	1,000
2.	Average time to draft, negotiate, amend, implement, renew, & sign each contract for operation administrators/ business users before using Volody's AI CLM*	12 hrs
3.	Improvement in contracting efficiency with Volody's AI CLM*	65%
4.	Average time to draft, negotiate, amend, implement, renew, & sign each contracts for operation administrators/ business users after using Volody's AI CLM	4.2 hrs
5.	The average hourly rate of an operations administrator/ business user*	₹300
6.	Total Cost Before Volody's AI CLM (1*2*5)	\$360,000
7.	Total Productivity regained using Volody's AI CLM	65%
8.	Cost after using Volody's AI CLM software (1*4*5)	\$126,000
9.	Total Savings in Contract Management Operations (6-8)	\$234,000

* - The data presented in the table is predicated upon underlying assumptions which are mentioned at the end of the document

\$195,000

Total Legal Savings

Increased Efficiency: Legal departments can scale operations & focus on strategic tasks without adding staff.

Enhanced Contract Visibility: Real-time dashboards provide visibility into contract status, risk profiles, and negotiation processes.

Improved Productivity: Standardized compliance and reduced grunt work free up time, allowing the legal team to handle more work effectively.

No.	Metrics	Units
1.	Average no. of contracts managed per client in Volody's AI CLM*	1,000
2.	In-house legal time spent per contract before Volody's AI CLM*	7 hrs
3.	Time saved for in-house legal employee with Volody's AI CLM*	43%
4.	In-house legal time taken per contract after Volody's AI CLM	4 hrs
5.	The average hourly rate of a lawyer*	\$65
6.	Total in-house counsel cost Before Volody's AI CLM (1*2*5)	\$455,000
7.	Total reduction in contract cycle by using Volody's AI CLM*	43%
8.	In-house legal Cost after using Volody's AI CLM (1*4*5)	\$260,000
9.	Total Contracting Savings (6-8)	\$195,000

* - The data presented in the table is predicated upon underlying assumptions which are mentioned at the end of the document

\$504,000

Profit margin expansion

Accelerated Sales Process: Volody's AI CLM reduces contract drafting time from days to minutes, speeding up deal closures.

Increased Profitability: Enhanced contract visibility and control lead to better terms, reduced cycle times, and a 30% reduction in legal administrative costs.

Strategic Insights: Analytics and reporting identify improvement areas, further boosting client revenue and profitability.

No.	Metrics	Units
1.	Total Contracting Savings (Table 1)	\$234,000
2.	Total Legal Savings (Table 2)	\$195,000
3.	Total Administrative Savings*	\$75,000
4.	Profit margin expansion (1+2+3)	\$504,000

* - The data presented in the table is predicated upon underlying assumptions which are mentioned at the end of the document

15%

Increase in contracts managed

Efficiency and Time Savings: Freed up 1800+ hours and reduced total turnaround time by 30%.

Faster Deal Closures: Sales team no longer waits for the legal team, leading to quicker business deals and improved vendor relationships.

Improved Conversion Rates: Reduced abandonment rate and increased conversion rate.

No.	Metrics	Units
1.	Total no. of contracts managed per organization before using Volody's AI CLM*	1,000
2.	Percentage of increase in total contracts managed after using Volody's AI CLM*	15%
3.	Total no. of contracts managed per organization after using Volody's AI CLM	1150

* - The data presented in the table is predicated upon underlying assumptions which are mentioned at the end of the document

Disclaimer Statement

All financial tables presented herein are based on assumptions that have been derived from a variety of reliable sources. These assumptions have been carefully considered and are believed to be accurate and reasonable. However, it is important to note that the financial projections and data provided are subject to inherent uncertainties and potential risks, which may affect the actual results in the future. Readers and users of this information should exercise caution and consider that the assumptions made may not be fully representative of the actual market conditions, economic factors, or other variables that could impact the financial figures. The purpose of these tables is to provide an illustrative representation and facilitate discussions or analyses. All rights to this document belong to Volody. The content and information provided within this document are the intellectual property of Volody and may not be reproduced, distributed, or used without prior written permission. Volody shall not be held liable for any errors, omissions, or damages arising from the use of this document or the information contained therein. Any reliance placed on the information within this document is at your own risk. This document may contain links to third-party websites or resources for additional information. Volody does not endorse or assume any responsibility for the content or accuracy of these third-party sources.

Assumptions

The number of contracts managed per organization	1,000
Time saved by operation administrators/ business users	65%
The average hourly rate of an operations administrator/ business user	\$30
The average hourly rate of a lawyer	\$65
The average time to draft, negotiate, amend, implement, sign & renew contracts for operation administrators/ business users before	12 Hrs
Legal employees' time without using Volody's AI CLM taken	7 Hrs
In-house legal team time saved with Volody's AI CLM	43%
No. of hours saved per employee per week after using Volody	4 Hrs
Approximate revenue from the contracts	\$100M
The legal administrative cost	\$75,000