One of the leading American telecoms identified hidden risks in its tower lease contracts and saved $21 million.

Telecom operators grapple with the ongoing challenge of manually reviewing a high volume of mobile tower lease contracts. The labor-intensive process of identifying conditions and clauses and analyzing large volumes of information poses a barrier to efficient decision-making.

The client's sales and mobile tower negotiation teams were burdened with multiple rental contracts. The contract enforcement team conducted manual reviews to identify and capture relevant information, impacting efficiency. The sales team lacked visibility into existing contracts, hindering location-specific relevance, multi-party leasing clauses, and cost-saving opportunities.

The lack of standardization made it challenging for the client to manage contract template variances. Each contract, with multiple pages, clauses, and attached risks, presented considerable nuances. Legacy contract documents missed crucial fields during scanning, impacting accuracy and efficiency in interpretation.

PolarisEdge Document AI addressed the challenges by leveraging Text Analytics and Computer Vision for faster and more accurate extraction of contract clauses. This surgical abstraction of contractual provisions enabled efficient compliance checks and spend analytics.

- We leveraged Document AI to automate the scrutiny of over 700,000 historical commercial tower lease contracts, encompassing various amendments, addendums, and associated documents.

- A data pipeline was established to streamline the processing of contracts from repositories. This included categorization, automated abstraction, validation of signature status, and the implementation of a structured workflow for a comprehensive end-to-end extraction process.

- The Elastic search interface seamlessly connected contract metadata, automatically producing a structured contract summary. Empowered by query-based and logical operators, the client swiftly navigated through over 700,000 contracts, filtering and identifying them based on specific keyword and phrase combinations.

- Assessed contract risk based on defined rules and flagged high-risk contracts.

PolarisEdge Document AI enhances negotiation processes, offering a precise overview of contracts and identifying hidden risks for the client. This enables significant cost savings by minimizing revenue leakage, potentially amounting to millions.

700K+
contracts processed

$21
million savings

60%
Improved employee productivity

Enabled teams to negotiate better lease terms

Claimed surplus expenditures and imposed penalties on defaulting vendors