



Possibilities Unlimited

Xtract Insights

Unparalleled accuracy delivers stellar business outcomes

\$20 million savings & 60% productivity boost for a large telecommunications company

CASE STUDY



Overview

Our client is one of the largest telecommunications companies in the world.



Opportunity

Large telecom companies deal with a plethora of mobile tower lease contracts daily. They need to manually identify the conditions & clauses, sort and analyze vast information volumes in the contracts. This is tedious, inefficient, and often introduces errors in data processing needed for critical decision making.

Our client's sales and mobile tower negotiation and contract enforcement teams were overwhelmed with over 650,000+ tower rental contracts. The contract enforcement team would manually review the tower rent contracts and identify & capture relevant information such as favorable clauses eligible for capital refunds from tower and real estate companies. The sales and mobile tower negotiations team lacked utter visibility of their existing contracts, such as relevance as per particular location, the presence of multi-party leasing clauses and any cost saving opportunities.

The manual review of these contracts affects both team efficiency and information accuracy. The existing process was very sluggish, involving a human perusing each contract, extracting terms and clauses and manually inputting the data into downstream systems.

Other challenges included



Managing the contract template variance posed a considerable challenge, as there was no standardization. Each contract had several nuances consisting of multiple pages, clauses and attached risks



Legacy contract documents missed multiple crucial fields during the scanning process, impacting both accuracy plus efficiency in reading and interpreting the contracts



Hence, the client sought a solution that would automate the contract review process and enable teams to work on higher-value tasks to save millions with better negotiations by having correct and instantly accessible information

Solution

XtractEdge leverages Text Analytics and Computer Vision-based techniques to extract contract clauses faster and more accurately. The surgical abstraction of various contractual provisions and terms also facilitates downstream compliance checks and spend analytics.



- The client commissioned XtractEdge, which helped automate the contract review process – identify, extract and manage data from over 650,000+ historic commercial tower lease contracts with many amendments, addendums, and related documents
- A data pipeline was established to process contracts from upstream repositories, categorizing them, auto-abstracting and validating signature status. The contractual data was then fed into a downstream system
- The XtractEdge team structured the workflow for a complete end-to-end extraction process. This involved



Indexing
650,000+
documents



Identifying
individual
paragraphs,
discretization of
PDFs to images &
aligning skewed/
rotated sheets



OCR extraction of
each paragraph,
re-aligning
paragraphs
post-extraction
& sanitization of
OCR'ed text



Extraction of
terms & clauses
in the contract
followed by
indexing this
process &
documents

- The elastic search interface helped connect contract metadata and automatically built a structured contract summary. This enabled the client's teams to navigate through 650K+ contracts instantly and filter them using query-based and logical operators for identification as per specific keyword and phrase combinations
- XtractEdge helped assess the contract risk based on defined rules and flagged high-risk contracts



XtractEdge enabled the sales and mobile tower negotiations team to negotiate better lease terms and optimize rent & utilization. Using XtractEdge, the client's contract enforcement team could claim surplus expenditures and impose penalties on defaulting vendors. This was possible via leveraging insights such as contract terms and clause deviations plus favorable clauses. This helped our client achieve \$ 20million in savings.

Outcome

XtractEdge is helping the client with better negotiations and an accurate view of their contracts and hidden risks.



\$20 million
in saving



650,000+
Mobile tower lease
contracts processed



60%
improvement in
employee productivity

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Inspiring enterprises with the power of digital platforms

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xtractedge

About XtractEdge

XtractEdge, a powerful Document AI platform, enables enterprises to gain insights and enhanced decision-making from existing documents, legal contracts, commercial insurance documents, SOPs, images, handwritten notes, PDFs, emails, or any other complex unstructured data source. XtractEdge is recognized as one of the top Document AI platforms for large enterprises delivering on the promise of quicker time to market, superior customer experience, faster claims processing, underwriting, and efficient contracts management for more intelligent business decision making.

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About EdgeVerve

EdgeVerve Systems Limited, a wholly-owned subsidiary of Infosys, is a global leader in developing digital platforms, assisting clients to unlock unlimited possibilities in their digital transformation journey. Our purpose is to inspire enterprises with the power of digital platforms, thereby enabling our clients to innovate on business models, drive game-changing efficiency and amplify human potential. Our platforms portfolio across Automation (AssistEdge), Document AI (XtractEdge), and Supply Chain (TradeEdge) helps inspire global enterprises to discover & automate processes, digitize & structure unstructured data and unlock the power of the network by integrating value chain partners. EdgeVerve, with a deep-rooted entrepreneurial culture, our innovations are helping global corporations across financial services, insurance, retail, consumer & packaged goods, life sciences, manufacturing telecom and utilities, and more.

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