



FACTOR

Complex legal work at scale

Contracts Projects
Managed Services

Real solutions to real problems

Despite the hype, legal innovation is still outpaced by the spiraling workloads, deadlines, and complexity our clients face every day.

Regulatory events regularly strain budgets and stretch in-house teams.

While promising, emerging legal technology can't replace legal skill and thoughtful delivery.

Law firm rates head in only one direction – up.

Legal departments are looking for new solutions to these conflicting dynamics. They're looking for the factor that turns potential into practice, ideas into reality.

That's us. We are Factor.

The factor in legal **transformation.**
efficiency.
innovation.
modernization.
change.
disruption.

Who we are and what we do

INTRODUCING FACTOR

As part of Axiom, we helped define the alternative legal services sector. As a newly independent company, Factor is laser-focused on complex legal work at scale.

Conventional wisdom says only simple, commoditized work can be handled more efficiently. But, most legal work isn't simple or commoditized. It's complex.

Complex work requires expertise, market know-how, and experience. Scaled efficiency requires structured processes, ISO-certified delivery hubs, smart technology, and data-driven project management.

Factor brings the legal skill, market know-how and experience of Traditional Law with the process efficiency, technology and data orientation of New Law.

The result is **Legal Transformation 2.0**.

We apply these capabilities to support our clients with **Managed Services** for ongoing transactional legal work and **Contracts Projects** for event-driven needs like new regulatory requirements.

10+

years of client success

8/10

largest global banks are clients

400+

legal and contracts experts

100s

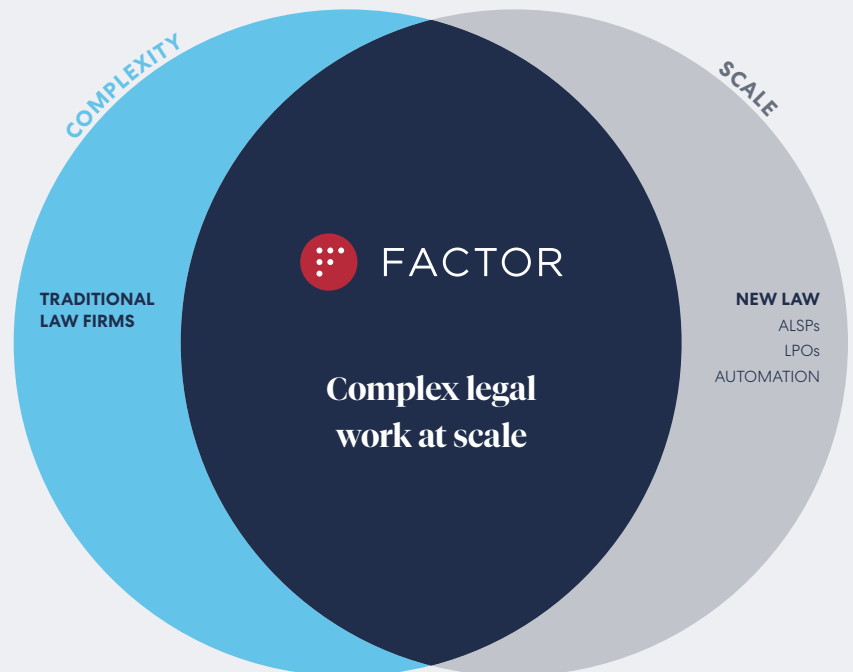
of successful client engagements

1M

contract documents negotiated

Legal Innovation 2.0

Solving for the high-demand center of the legal ecosystem, by bridging the gap between Traditional Law and New Law:



ALSP: Alternative Legal Services Providers
LPO: Legal Process Outsourcers

High complexity
Low scale

Low complexity
High scale

MANAGED SERVICES: OPTIMIZING ONGOING TRANSACTIONAL LEGAL WORK

Factor is the market-leading provider of sophisticated contract negotiations at scale. While we continually develop new offerings, today we serve clients with three industry-focused negotiation services.

Capital markets master trading documentation

- ISDA, GMRA, GMSLA, OTC, clearing, futures, prime brokerage documentation, and more.
- Market know-how, focused expertise, and process control to deliver speed and auditability.

Factor negotiates more of these documents each year than any global law firm.

Life sciences procurement contracting

- Direct/indirect procurement, clinical trial, R&D, and other agreements across dozens of jurisdictions.
- We span the gray space between Procurement and Legal, so each can focus on its core competence.

Factor serves three of the world's largest life sciences companies.

Tech/Telecom sell-side and procurement contracting

- Sales/service agreements, IP/software licensing, multi-jurisdictional outsourcing agreements, and more.
- Cycle-time reduction, efficiency, and agility (to meet evolving requirements) are paramount.

Factor serves three of the world's leading telecoms companies.

CONTRACTS PROJECTS: SCALE AND EFFICIENCY WHEN YOU NEED IT MOST

Factor is the market-leading provider of complex regulatory repapering/remediation projects at scale. Across hundreds of projects, we have combined expert lawyers, leveraged with scaled teams, technology and processes to bring client contracts into compliance with new regulatory requirements.

These projects often require close coordination between legal advisory and execution. Consequently, we often partner with leading law firms to deliver integrated solutions, where the law firm provides strategic advice and Factor executes on that advice across hundreds or thousands of counterparties.

LIBOR/ BENCHMARK REFORM • MARGIN REFORM • PRIVACY / GDPR • BREXIT • MIFID, FATCA AND MORE

OUR PROJECTS MODULES:



GATHER CONTRACT INTELLIGENCE

We help organize contracts, conduct reviews and extract data to understand the impact of regulatory events



OUTREACH TO CLIENTS

We execute outreach programs to inform your counterparties, educating them in order to facilitate smooth repapering



NEGOTIATE & REPAPER

We negotiate with your counterparties and draft agreements, applying your legal desired legal positions

Our clients' success is our success – Here are a few examples:

Regulatory Response

We provided analysis, review, negotiation, and repapering of tens of thousands of CSAs to support banks' uncleared margin reform (UMR) programs. Five of six global banks we supported had completion rates ahead of ISDA benchmarks.

Contracting

We handle end-to-end contracting for a global pharmaceutical company, encompassing contract drafting and direct counterparty negotiation. Work includes dozens of agreement types in 10 languages and offers scalability for year-end peak volumes and other business cycles. We've reduced cost and improved internal client satisfaction by 30%.

Privacy

To meet new GDPR requirements, Factor led the analysis, counterparty outreach, and repapering of an estimated 400,000 contracts for 25 global companies.

Bespoke Services

We look for new ways to combine skilled resourcing, technology, and process to serve clients. For a leading asset manager, Factor provides corporate secretarial support, managing several thousand legal entities. For a major publishing house, we manage tens of thousands of rights clearances each year.

Factor benefits from a board with deep experience in the industry and in nurturing high growth, tech-enabled/professional services companies.

Varun Mehta:

CEO, Factor; previously President Morae Global; EVP and founding team member Clutch Group; problem solver and trusted advisor to GCs, Legal COOs and clients looking for a better way.

Mark Harris and Alec Guettel:

Original Co-Founders of Axiom; currently CEO and CFO respectively of Knowable; widely known in the industry as thought leaders and innovation pioneers.

Bob Kagle:

Partner at Benchmark Capital; Director at Ebay, Board Member at E-Loan, Jamba Juice, Zip Realty and other high-growth, tech-enabled companies.

Jim Madden:

Co-Founder and MD, Carrick Capital; Board Member at Genpact, Accolade Health and other tech-enabled professional services business, previously Founder and CEO, Exult.

Let's talk

You need new legal solutions. Contact us at:

✉ contactus@factor.law

🌐 www.factor.law

🌐 <https://www.linkedin.com/company/factor-law/>