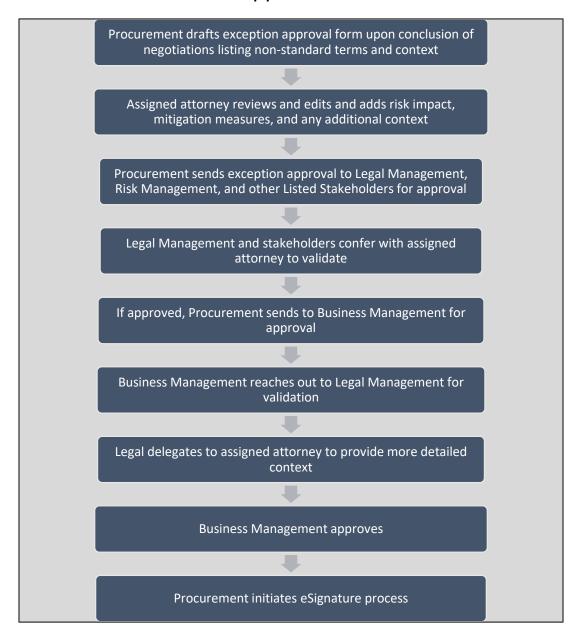# ACC VALUE CHAMPION EXHIBITS

NetApp and its Legal Service Provider Ecosystem
Streamlined Contract Approval Workflow Augmented by
AI-Enabled Risk Assessment

# Old Deal Approval Process

Procurement drafts exception approval form upon conclusion of negotiations listing non-standard terms and context

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Assigned attorney reviews and edits and adds risk impact, mitigation measures, and any additional context

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Procurement sends exception approval to Legal Management, Risk Management, and other Listed Stakeholders for approval

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Legal Management and stakeholders confer with assigned attorney to validate

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If approved, Procurement sends to Business Management for approval

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Business Management reaches out to Legal Management for validation

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Legal delegates to assigned attorney to provide more detailed context

↓

Business Management approves

↓

Procurement initiates eSignature process

# New AI-Assisted Deal Approval Process

Procurement initiates exception approval in TAP workflow designed by KYL team

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LexCheck AI tool scans deal terms and populates exception form with deal context, material deviations, risk impact, mitigation measures, and overall risk rating

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Draft exception approval form sent to QuisLex for review and validation of risk rating, and inclusion of any additional context

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Exception form sent to Legal Management for approval

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Exception form sent to Business Management for approval with note that Legal Management has approved, triggering eSignature process

## Outcomes / Metrics:

| Objective | Specific Metric | Baseline / Current State | Goal | Result |
|---|---|---|---|---|
| **Reduce contracting cycle time** | Reduce management approval time by 50% over 90 day period for tier 3 contracts | 5 business days | 3 business days or less | 80% reduction (1 bus. day) |
| **Optimize internal legal resources** | Eliminate management escalations to internal legal | 80% escalation rate | Less than 10% escalation rate | 10% escalation rate |
| **Assure risk transparency** | Implement objective risk scoring and assessment for all in scope contracts | No risk score, detailed assessment | Route risk score and assessment as part of approval process | 100% |
| **Leverage successful initiatives across the organization** | Manage phased rollout of improved approval processes to tier 2 contract types | | 90 day rollout for next tier contracts | On target |