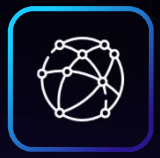
ACC

Summize

The digital thread connecting your business

The promises and pitfalls of AI in contracting

Agenda



Setting the scene: AI in the in-house legal world today

Promises of AI: Where AI can help your contract processes

Pitfalls of AI: What AI isn't good for and where to be cautious

Getting started: And scaling AI in the right way

01. Introduction

Introduction to Summize and our speakers

Summize creates contract clarity for the whole company

Summize's CLM creates contract clarity for the whole company by prioritizing business-wide adoption through seamless integrations and powerful AI

Seamless integrations & self-service approach

Secure and powerful AI across all stages of the contract lifecycle

The average Summize customer sees value in just 4 weeks

Meet today's speakers

Megan Newman
Associate General Counsel
VISTAGE

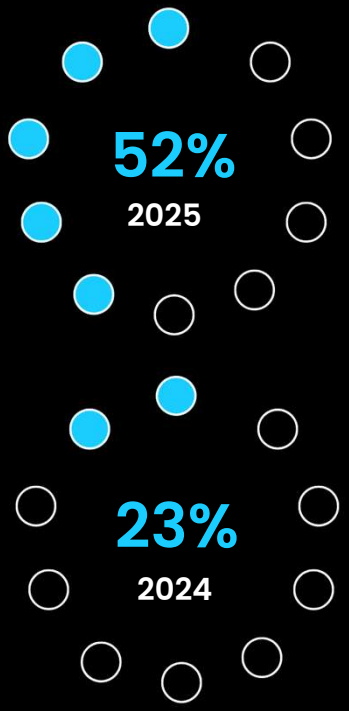
Olly Atkin
Senior Director of Sales
Summize

AI in the in-house legal world today

AI in stats

From a global survey conducted by ACC in November 2025

The use of GenAI among in-house legal departments has more than **doubled** in the past year



Areas where respondents believe AI will be most effective

73% contract drafting

53% legal research

51% collaboration

82% of 2025's respondents are still concerned about AI's quality and reliability

Where AI can help your contract processes

Promises of AI

What challenges can AI solve?

83% of corporate legal departments expect demand for legal work to increase, with 63% citing workload and bandwidth as their top operational challenge.

CLOC GLOBAL INSTITUTE

- **Time pressures** from higher contract volumes and faster deal cycle requirements
- **Responsiveness** to legal queries
- More **high-volume**, low-risk contracts that require legal's time but not legal's strategic knowledge
- **Consistency** of clause redrafts and negotiations
- Post-signature data and risk **visibility** for the whole company

Promises of AI

Practical AI wins

AI summaries

Using AI to highlight the key clauses and details of a contract.

Faster first drafts

Prompting AI to draft ideas and resolutions on demand.

Risk red flags

Improved negotiation accuracy using AI to flag non-compliant or missing clauses.

Fielding questions

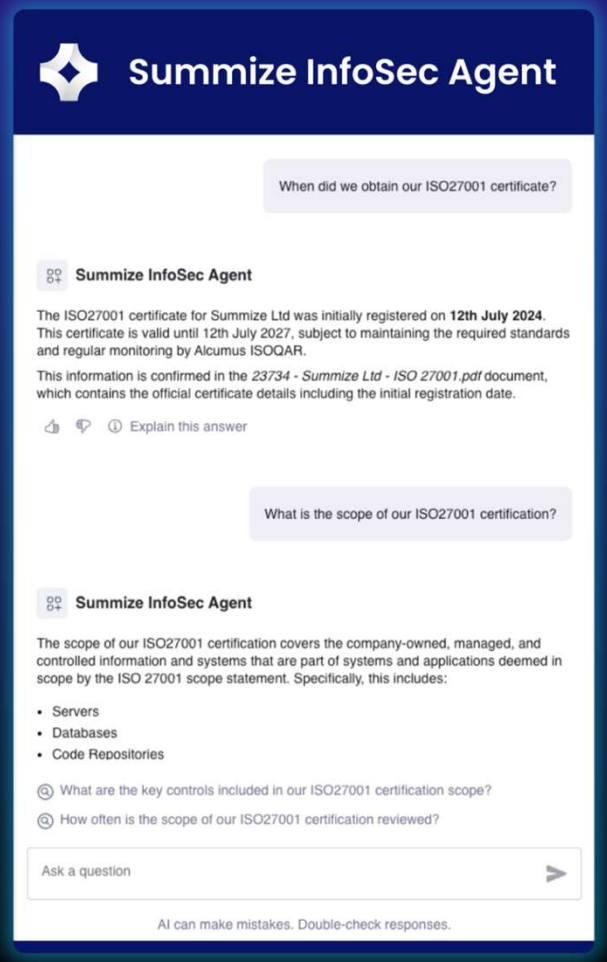
Accessing secure AI chatbots to answer quick contract or workflow questions.

Promises of AI

Future opportunities

64% of law firms already using AI technologies for legal research cite ‘increasing efficiency’ and ‘saving time’ as top benefits. These firms believe that AI is helping them get answers more quickly.

Thomson Reuters™



What AI isn’t good for and where to be cautious

Pitfalls of AI

Where AI should NOT be used

There are clear limits to where AI should be used responsibly. In 2023, the American Bar Association issued Formal Opinion 512, stating that lawyers have to “reasonably supervise” AI tools and verify all outputs.

AI should NOT be relied upon for:

- **Complex judgment calls** that require contextual, ethical, or professional discretion
- **High-risk scenarios** where errors could have legal, financial, or reputational consequences
- **Strategic decisions** that involve long-term planning, nuanced stakeholder considerations, or incomplete information

Pitfalls of AI

Striking the right balance

AI tools are most effective when used to support a lawyer's expertise:

1. Drafting, summarizing and structuring information
2. Identifying trends or highlighting potential issues
3. Improving speed and consistency in routine tasks

However...

1. AI does not apply professional judgment
2. AI cannot assess risk appetite, organizational culture or ethical impact
3. Final accountability and decision-making must always sit with the lawyer

Pitfalls of AI

What to be mindful of

When to use general-purpose AI or purpose-built AI tools

General-purpose:

- Tools like ChatGPT for ideation
- Generating first drafts or non-confidential wording

Purpose-built:

- Tools like Summize embed legal knowledge and compliance into every step
- Enabling faster and more complaint processes, trained on JUST your data and nuances

AI security and mandates

What to look out:

- Siloed AI practices
- Encrypted environments with strict access controls
- Data residency options to meet regional regulatory requirements

Questions to ask for your AI mandate:

- Can the data be used for training?
- How are you validating AI content?
- What are the regulations in the countries you operate in?

Starting and scaling with AI

Getting started

How to encourage AI adoption

58% cite obstacles implementing tools due to lack of leadership buy-in and cultural resistance.

axiom

- Beginning with your challenges and goals
- Starting small and working towards one use case
- Creating a test and learn environment
- Repositioning legal internally, to show the need for tech

Getting started

How to build a tech business case

1. Understand your pain points and needs

2. Identify your key teams and get their buy-on early on

3. Demo potential tools with those teams

4. Establish your ROI and what good looks like

5. Lay out a project plan, the training and adoption expectations

6. Secure stakeholders and budget

06. Q&A

Ask Summize & Megan

Summize

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