

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+

edgeverve

contracts processed

million savings

60%

Improved employee productivity



Enabled teams to negotiate better lease terms



Claimed surplus expenditures and imposed penalties on defaulting vendors



About PolarisEdge

PolarisEdge, an Al-powered platform that bridges silos in people, processes, data, and technology for enterprises, amplifying the value of their existing digital core investments. PolarisEdge, which is part of Infosys Topaz, an Al-first set of services, solutions and platforms using generative Al technologies, strategically responds to the evolving needs of modern enterprises. PolarisEdge. Guiding Enterprise through the constellation of Digital Transformation. www.edgeverve.com/polarisedge



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. EdgeVerve. Possibilities Unlimited. www.edgeverve.com