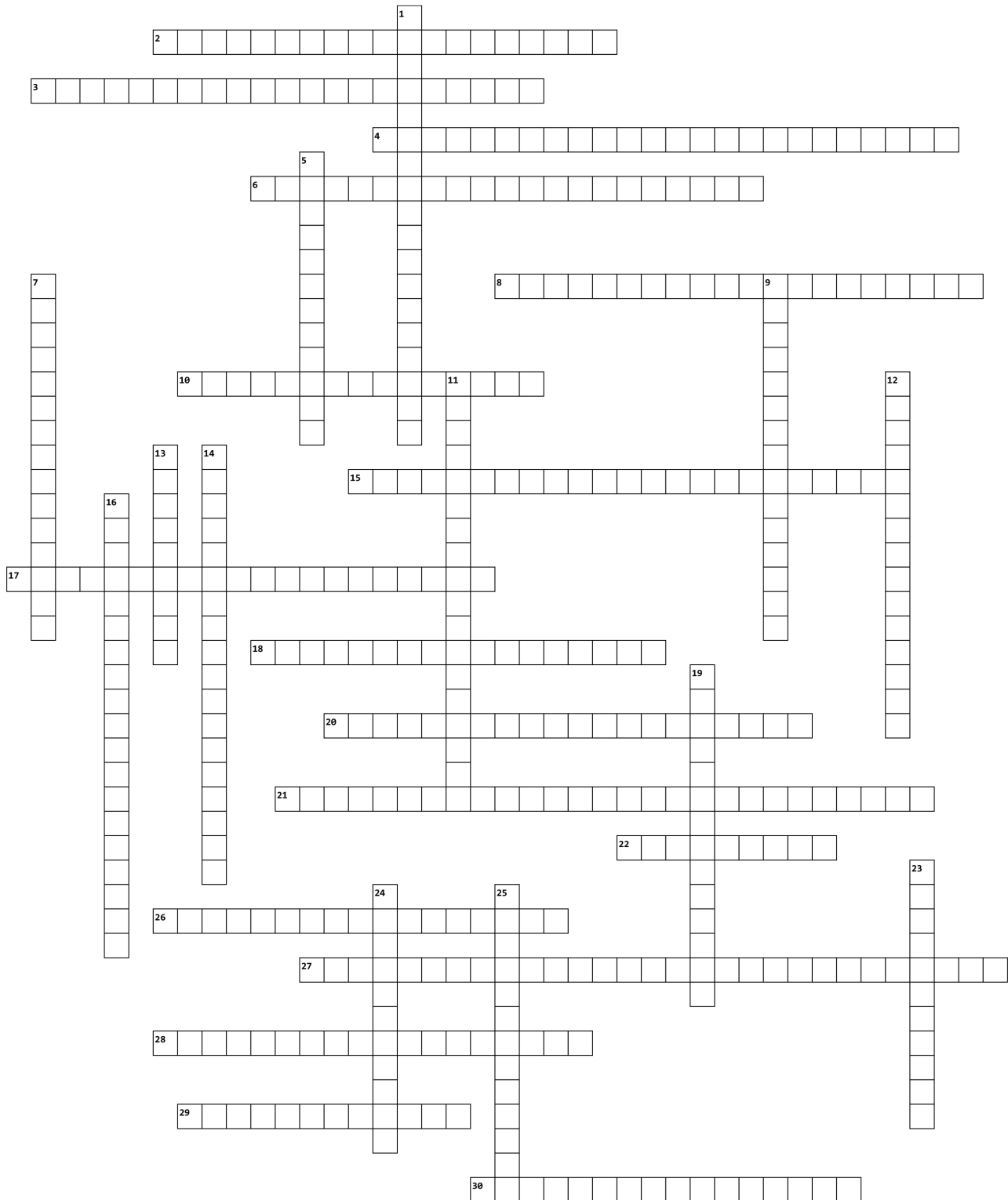




| Across |                                                                                                                                   |
|--------|-----------------------------------------------------------------------------------------------------------------------------------|
| 2.     | Technology that highlights differences between contract versions                                                                  |
| 3.     | Ensuring all parties follow contract terms and legal requirements as well as federal and other regulations                        |
| 4.     | A foundational contract governing long-term business relationships                                                                |
| 6.     | Tracking commitments, deliverables, deadlines, and responsibilities within a contract                                             |
| 8.     | Intelligent search tools for locating clauses, terms, or contract types                                                           |
| 10.    | Managing multiple drafts and ensuring the correct version is used                                                                 |
| 15.    | A contract section defining performance standards and expectations                                                                |
| 17.    | AI tools that use generative AI to summarize clauses, identify risks, and extract key terms from contracts                        |
| 18.    | The sequence of internal reviews and approvals required before a contract is executed                                             |
| 20.    | The process of revising terms between parties to reach agreement                                                                  |
| 21.    | AI that identifies and pulls out clauses from contracts for review                                                                |
| 22.    | Marking edits, deletions, and revisions during contract review                                                                    |
| 26.    | A document outlining project scope, deliverables, and timelines                                                                   |
| 27.    | Technology that converts scanned documents into searchable, editable text                                                         |
| 28.    | Tracking expiration dates and managing renewals or renegotiations                                                                 |
| 29.    | AI generated risk ratings based on contract language                                                                              |
| 30.    | Labeling contracts with key attributes like dates, parties, and obligations so they can be found more easily using keyword search |

| Down |                                                                                                           |
|------|-----------------------------------------------------------------------------------------------------------|
| 1.   | Pre-approved negotiation guidelines and fallback positions                                                |
| 5.   | Contract Lifecycle Management software that automates creation, review, approval, and storage             |
| 7.   | A clause assigning responsibility for losses or damages                                                   |
| 9.   | Identifying potential legal, financial, or operational risks in contract terms                            |
| 11.  | Conditions under which a contract may be ended                                                            |
| 12.  | Dynamic contract templates that auto populate fields and clauses                                          |
| 13.  | The final signing of a contract by all parties                                                            |
| 14.  | The end-to-end stages a contract moves through, from creation through renewal or termination and archival |
| 16.  | System driven routing of tasks, approvals, and notifications                                              |
| 19.  | A repository of pre-approved legal clauses used to standardize contract creation                          |
| 23.  | Logged record of all actions taken on a contract for compliance                                           |
| 24.  | Legally binding digital signing technology                                                                |
| 25.  | A clause covering unforeseeable events that prevent contract fulfillment                                  |