



USING DELLA

THE CONSTRUCTION INDUSTRY

MARCH 2021

WE HELP THE CONSTRUCTION INDUSTRY QUICKLY ANSWER QUESTIONS ABOUT THEIR CONTRACTS

THREE AXES OF WORK

- 1. Commercial phase contract analysis**
Key users: In-house counsels
Objective: To create a matrix of risk for the tender teams
- 2. Contract management assistant**
Key users: Contract managers (without a legal background)
Objective: Create a report flagging any potential risks for the grounds team to be aware of.
- 3. Database for all incoming contracts**
Key users: Staff members of the various legal departments
Objective: To keep track of all the various contracts from third party suppliers.

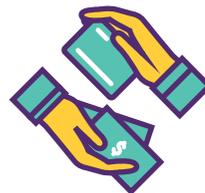
WHO CAN BENEFIT FROM DELLA



LAWYERS



CONTRACT MANAGERS



PROCUREMENT TEAMS



ON-SITE TEAMS

USE CASES FOR CONSTRUCTION



TENDER ANALYSIS

Quick evaluation of terms associated with start date, duration, exclusions of liabilities, penalties terms, and many more.



NEGOTIATION

Help to negotiate risks and liabilities hidden in the contracts.



SUMMARISATION REPORTS

Produce reports to help navigate through and flag any potential risks pertaining to a project.



RISK ASSESSMENT

Full risk assessment completed by contract managers e.g. delay due to weather conditions; exclusions.



PROGRESS REPORTING

The ability to highlight risks, red flags and any potential red flags throughout the project.



ADDENDUMS

Evaluations of additional subcontracting services contracts e.g. gardens design; external plumbing services; specialised piling/heating solutions analysed in line with main contract

POSSIBLE RETURN ON INVESTMENT

- 1. Time saved on contract review**
 - It is estimated that Legal Counsels can spend up to 30 hours reviewing a typical construction contract.
 - A 50% time saving is projected based on early usage of Della.
- 2. Reduce the number of challenged claims**
 - By improving our understanding of contract details, we would expect to improve our position for claims.
 - A typical challenged claim can cost up to 10 hours of a Legal Counsel's time.
- 3. Avoid some litigations**
 - The industry average for litigation costs caused by contractual oversight is estimated to be 30 million dollars.
 - By improving our understanding of contracts, we would expect that teams would be in a better negotiating position and could avoid potential litigation.
- 4. Reduce dependence on outside counsel**
 - By freeing up time for internal counsel, we should expect to reduce the number of matters outsourced to external counsel.

DELLA'S PRICING MODEL



Della operates on a SaaS model basis for the majority of its users.

Law firms can buy Della for one-off projects, but after trying the platform, many want to benefit from the way that its system learns, so tend to buy a flexible subscription for a given number of documents a month. Corporates can buy the system on a per-user basis.



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