

# How Shahin Reduced Legal Spend by 90%



Shahin is a leading company in the GCC that is committed to enabling electric mobility in the region in cooperation with its strategic partners.

As a rapidly scaling business in the GCC, Shahin’s lean in-house team found itself inundated with contracts, ranging from Agency Agreements and Service Agreements to Non-Disclosure Agreements and Lease Agreements. Routine contract reviews and negotiations were taking weeks to complete, meaning the business had resorted to outsourcing most of its legal work to external counsel at a considerable cost. Looking to streamline as much of the contract lifecycle as possible, Shahin turned to Luminance’s ‘legal-grade’ AI.

## Driving Deal-Making with AI-Powered Contract Negotiation

Shahin started its AI journey by rolling out Luminance’s revolutionary Traffic Light Analysis (TLA) technology to automatically take a first pass review of incoming contracts. Luminance’s AI will instantly highlight which words, clauses or paragraphs in a contract are acceptable (green) or non-compliant (red) based on Shahin’s internal standards. Where terms do not meet organisational standards, Luminance provides the team with alternative acceptable wording suggestions from internal precedent banks, insertable with just one click from within Microsoft Word.

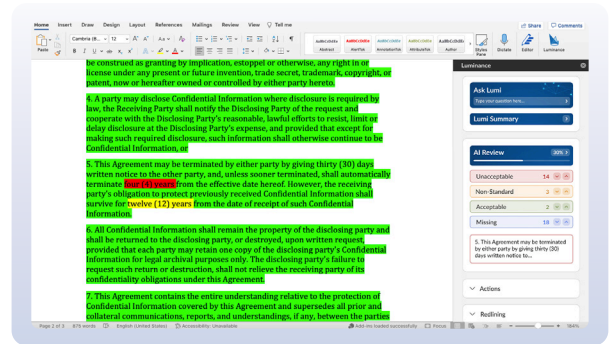
This means that when Shahin receives a contract, such as a Non-Disclosure Agreement, from a potential business partner, they can now review it instantly with Luminance’s AI and respond to the counterparty within hours. Shahin’s rapid contract turnaround times have left a hugely positive impression on their commercial partners, with several businesses commenting that it usually takes weeks for their contracts to be reviewed and signed by the counterparty. With Luminance accelerating time to signature, Shahin has slashed their monthly spend on external counsel from 20,000 AED per month to just 2,000 AED per year.

### KEY RESULTS:

- 90%** Cost-Savings On outside counsel spend
- 200,000 AED Saved** Annually with Luminance
- Internal Resource Reallocated** From day one

“Luminance can do the heavy lifting, meaning we only need to turn to external counsel for very specialised legal advice.”

Min Xuan Guo,  
Chief Operating Officer

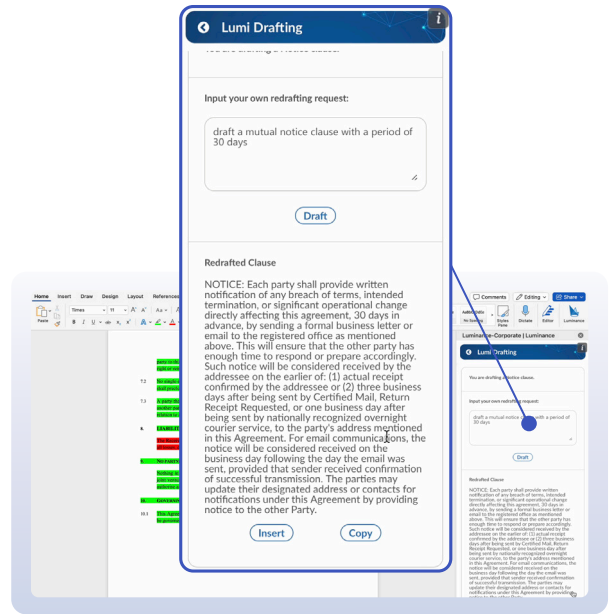


Luminance’s Traffic Light Analysis will take a first pass review of any incoming contract

## Achieving Critical Insights with Luminance’s AI Chatbot

Luminance’s first-of-its-kind ‘legal-grade’ AI chatbot, Ask Lumi, is further helping Shahin to achieve rapid insight into their contracts and answer urgent business questions with clarity and speed. When negotiating any contract within Microsoft Word, Shahin can simply ask Luminance’s chatbot any question about its contents, such as “Who are the parties?” or “What are the liability provisions in this contract?” Using a powerful blend of analytical and generative AI, Luminance delivers instant, legally-accurate responses, ensuring Shahin can quickly understand the key features of their agreements. With Luminance providing the business with answers to their contract queries, Shahin has become less reliant on outside counsel and now only pays for legal advice when it comes to highly specialised matters.

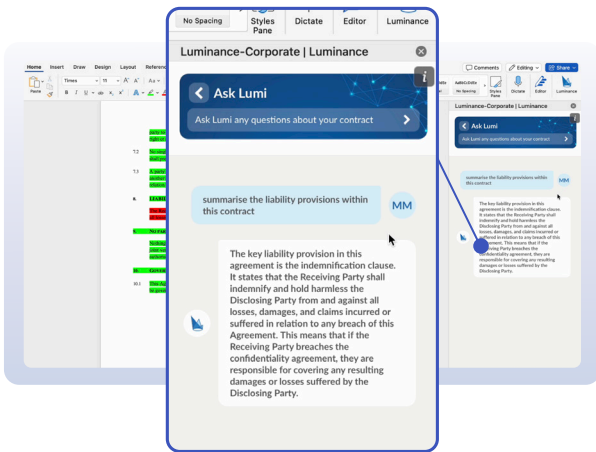
Ask Lumi is doing more than just automated legal Q&A for the business – when Luminance flags a clause that doesn’t comply with internal standards, they can ask the chatbot to automatically generate new clause wording on-the-fly. This has significantly reduced the time previously spent searching through historic contracts for previously agreed language.



*‘Luminance’s chatbot can redraft clauses on-the-fly to quickly amend problematic provisions’*

Importantly, Shahin’s COO can now answer any question about a contract during meetings with the C-suite. With Luminance’s AI-powered insights at his fingertips, he can simply pull up a contract on his laptop, ask Luminance to provide an executive summary of the agreement, and instantly convey key information to management. This means no more using the ‘Control + F’ function on a laptop to locate information within a contract and ensuring that the C-suite can receive instant answers to pressing queries.

Since adopting Luminance, Shahin has estimated that the business has saved over 200,000 AED on its annual legal spend, ensuring that it can focus time and resource on scaling the business in the GCC and hitting key growth targets.



*Luminance’s game-changing legal chatbot delivers instant answers to any contract query*

**“Pretty much every contract in the business now goes through Luminance. It’s saved us countless hours and added a few extra years to my life!”**