

Icertis NegotiateAI

Surgical redlining for accelerated contract negotiations.

The Challenge

Contract negotiation, whether on third-party paper or own paper, is still a slow process, with legal professionals manually reviewing each and every clause. Legal and procurement teams spend hours reviewing clauses in Word, switching across tools, and struggling to enforce company playbooks. Without a consistent framework, deviations slip through, compliance suffers, and turnaround times stretch from days to weeks.

The Solution

NegotiateAI empowers individual negotiators, whether in legal or procurement departments, to accelerate contract turnaround and enforce consistency by embedding legal-tuned GenAI directly within Microsoft Word. Designed for negotiators, it works on both own and third-party paper to surgically redline clauses, rewrite language based on user intent, and auto-apply playbooks aligned to business tone and strategy. With clause-level context and real-time collaboration, it enables faster, compliant revisions while reducing legal risk.

Benefits

Built for legal and procurement negotiators, NegotiateAI improves time-to-signature and standardization. It empowers individual users to negotiate smarter without compromising control, compliance, or strategic alignment, whether on third-party or their own paper.

Accelerated Contract Turnaround

Generate precise redlines and corrections instantly, reducing time-to-signature and legal back-and-forth.

Risk Reduction Through Enforcement

Proactively enforce company positions with context-aware clause rewrites and policy-aligned edits.

Improved Negotiation Consistency

Apply 30–50+ rules per agreement to ensure standardization and eliminate variance from policy.

Productivity for Legal and Procurement

Boost efficiency for individual contributors like legal counsels and procurement managers handling redlines hands-on.

How It Works

NegotiateAI integrates into Microsoft Word, allowing the appropriate playbook to be selected based on contract type. It supports third-party and own paper, surgically redlining clauses, flagging deviations, and suggesting compliant alternatives. Users can review, revert, or modify with full clause context. Results sync back into Icertis for seamless approvals.

Features



Playbook-led Redlining

Applies nuanced, company-defined rules to detect and correct deviations, not just flag them.



Intent-Based Clause Editing

Generates new clause language based on user prompts, aligning tone and strategy with business goals.



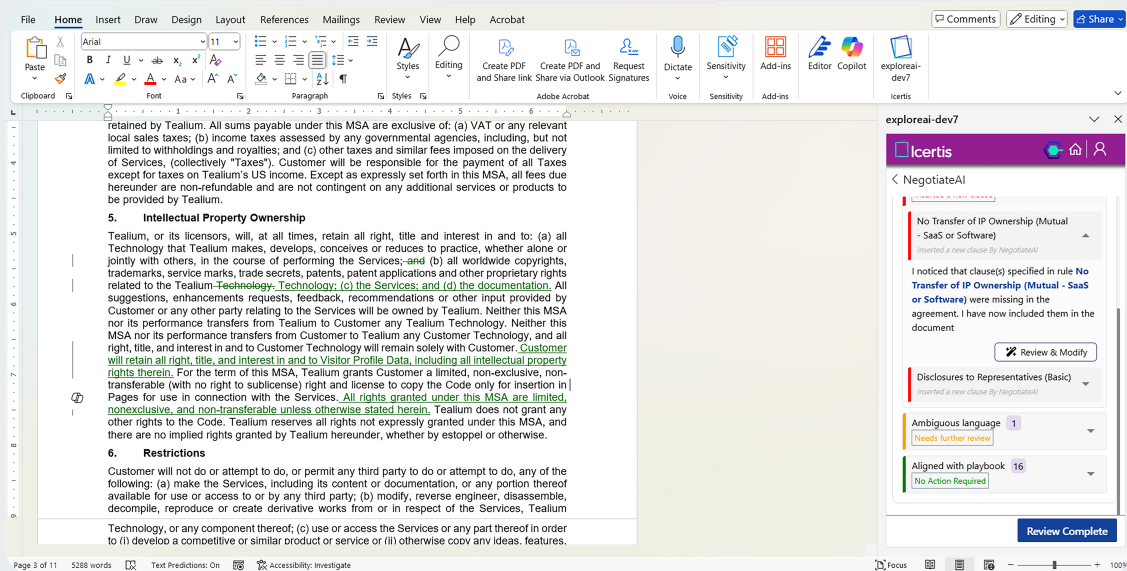
Word-Native Collaboration

Works entirely within Word, letting teams redline, review, comment, and finalize in one place.



Real-Time Clause Context

Displays rule logic, reasons for redline, and original vs. modified clause text for faster decision-making.



The screenshot shows the Microsoft Word interface with the NegotiateAI sidebar open. The sidebar displays a checklist of items to review, including:

- No Transfer of IP Ownership (Mutual - SaaS or Software)**: A red line indicates a deviation. The sidebar notes: "I noticed that clause(s) specified in rule No Transfer of IP Ownership (Mutual - SaaS or Software) were missing in the agreement. I have now included them in the document." A "Review & Modify" button is present.
- Disclosures to Representatives (Basic)**: A red line indicates a deviation. A note says: "Inserted a new clause by NegotiateAI".
- Ambiguous language**: A yellow line indicates a deviation. The sidebar notes: "Needs further review".
- Aligned with playbook**: A green line indicates compliance. The sidebar notes: "No Action Required".

At the bottom of the sidebar, there is a "Review Complete" button. The Word ribbon shows the "Home" tab with various editing options.

About Icertis

Icertis delivers AI-powered insights and agentic automation to transform static contracts into strategic enterprise advantage. The Icertis Contract Intelligence platform revolutionizes how enterprises manage their customer, supplier, and partner relationships, enabling businesses to grow revenue, control costs, mitigate risk, and ensure compliance. Today, more than one-third of the Fortune 100 trust Icertis to realize the full potential of millions of business relationships in more than 90 countries around the world.