



# DOCUGAMI

The Document Engineering Company

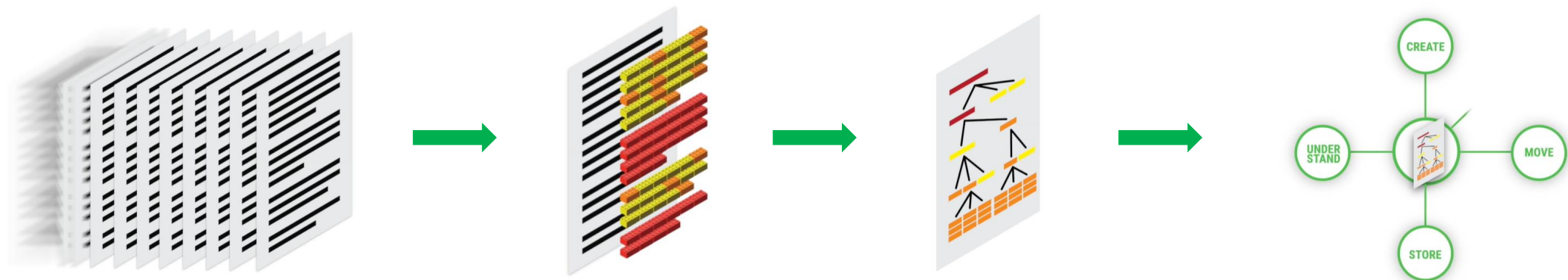


## WRITTEN AGREEMENTS PROVIDE THE FOUNDATION FOR PROFESSIONAL SERVICES BUSINESSES.

- They describe the details of business relationships.
- They hold the opportunities, actions and the risks central to the business.

**DOCUGAMI**, the **Document Engineering Company**, applies breakthrough artificial intelligence, uncovering the structure and information in these business documents automatically.

- To reduce the **LABOR, TIME, COST**, and **ERRORS** when creating and reviewing business agreements and documents;
- To fully **UNDERSTAND, ANALYZE**, and **EXECUTE** your business agreements and documents;
- To **AUTOMATE / TRANSFORM** your business, starting from the info locked in documents.





# Jean Paoli CEO

IMPACTED INDUSTRY @ WORLD-WIDE LEVEL, MULTIPLE TIMES

RECOGNIZED VISIONARY IN DOCUMENT ENGINEERING

PROVEN SERIAL INNOVATOR

**STARTED 4 >\$1B BUSINESSES AT MICROSOFT**



**CREATED 2 STARTUPS WITH INRIA RESEARCH**



**PRESIDENT OF SUBSIDIARY IN US & CHINA**



1

Co-Invented XML  
Core building block of the Internet

2

Created Microsoft Office InfoPath  
The Office Business Forms product

3

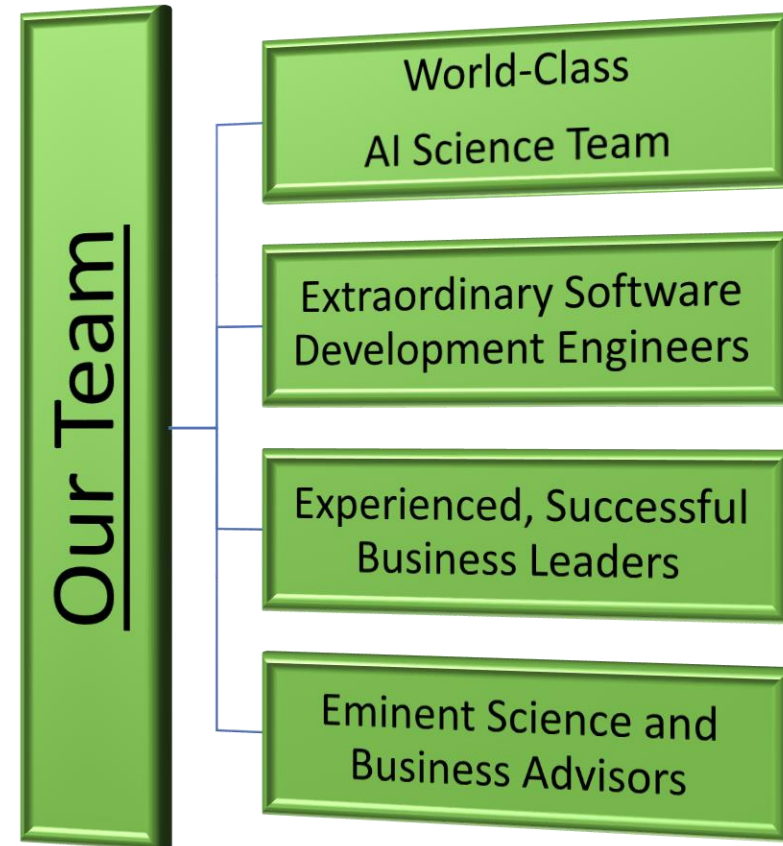
Created Microsoft Office Formats - Worldwide Standard  
.docx, .pptx, .xlsx

4

President, MS Open Technologies, USA & China  
Created and Ran the Microsoft Open-Source Subsidiary  
Brought Open Source to Azure, today 50% of its usage

FOUNDED IN EARLY 2018  
3 YEARS OF R&D

Diverse experts from the top universities and organizations all over the world.



Detailed on [Docugami.com/Team](https://docugami.com/Team)

# How Does it Work?

Designed For Business Users



## Upload, Organize

Automatically indexes, classifies, and categorizes incoming documents into appropriate document types.

**Process**



## Reports: Contract Data

Information in docs transformed into structured, 'shadow' database allowing software to create abstract or report.

**Understand**



## Train and Improve AI

Business users are in control and can improve the accuracy of the AI to the nuances of your business agreements.



## Author New Agreements

Assisted authoring recommends edits to agreements based on your organization's best practices from previous versions.

**Create**

And Connect, For Automated Workflows

# Everything at a Glance...

DOCUGAMI 🔔 1 ⚙️ 👤

## Welcome to DOCUGAMI!

Close

**2** New Doc Sets | **15** Docs need attention | **Connected** | Remember to use the Document Explorer button to add more docs or to manage your doc sets and/or existing docs.

### UNDERSTAND DOCS

**Task Alerts**

- 11:30 am: The ACTIVE LEASES doc set is done processing and is ready for use. [View](#)
- Yesterday: 10 new docs were successfully uploaded. [View](#)
- 2d: The NDA doc set is processing. [View](#)

**Start New Task**

Recents tasks:

- Active Lease Report
- Q4 Earnings [See all...](#)
- Tenant Details

### CREATE NEW DOCS

**Task Alerts**

- 11:30 am: Training analysis is done on the Commercial Lease abstract. [View](#)
- Yesterday: 5 docs were added to Commercial Lease. [View](#)
- 2d: New results are available for Lease Abstracts. [View](#)






**Start New Task**

Recents tasks:

- Lease Abstracts
- NDA Details
- Qualco Lease [See all...](#)

### AUTOMATED WORKFLOWS

Create automated workflows utilizing a number of different tools you are already familiar with.

 +  |  |  | 

# MASTER SERVICES AGREEMENT

This Services Agreement (the “**Agreement**”) sets forth terms under which MagicSoft, Inc. a Washington Corporation (“**Company**”) located at 600 4th Ave, Seattle, WA 98104 shall provide services to Daltech, Inc., a Washington Corporation (the “**Client**”) located at 701 1st St, Kirkland, WA 98033. This Agreement is effective as of February 15, 2021 (“**Effective Date**”).

## A. STANDARD SOFTWARE AND SERVICES AGREEMENT

**1. Deliverables.** Company shall provide Client with software, technical support, product management, development, and testing services (“**Services**”) to the Client as described on one or more Statements of Work signed by Company and Client that reference this Agreement (“**SOW**” or “**Statement of Work**”). Company shall perform Services in a prompt manner and have the final product or service (“**Deliverable**”) ready for Client no later than the due date specified in the applicable SOW (“**Completion Date**”). This due date is subject to change in accordance with the Change Order process defined in the applicable SOW. Client shall assist Company by promptly providing all information requests known or available and relevant to the Services in a timely manner.

### 2. Onsite Services.

**2.1** Onsite visits will be charged on a daily basis (minimum 8 hours).

**2.2** Time and expenses will be charged based on actuals unless otherwise described in an Order Form or accompanying SOW.

**2.3** All work will be executed during regular working hours Monday-Friday 0800-1900. For work outside of these hours on weekdays, Company will charge one hundred percent (100%) of the regular hourly rate and two hundred percent (200%) for Saturdays, Sundays and public holidays applicable to Company.

**2.4** If scheduled onsite visits are cancelled less than ten (10) working days in advance of the scheduled date, Company is entitled to charge fifty percent (50%) of the expected revenue associated with this onsite activity as compensation.

**3. Deposit.** An initial payment (the “**Deposit**”) of One Hundred Thousand Dollars (\$100,000) is due to Company at signing.

**4. Dates of Performance.** Company will begin performing services upon receipt of signed Agreement and Deposit. Unless terminated as provided in this Agreement, Company will complete Services by the Completion Date. Deliverable shall be furnished to Client within 72 hours of final payment for the Services.

Select Any Data You Need From A Document.  
A Report Is Generated Automatically For The  
Info Across ALL Documents.

## B. INITIAL STATEMENT OF WORK (SOW)

The purpose of this SOW is to describe the Software and Services that Company will initially provide to Daltech, Inc. the “**Client**”) under the terms and conditions of the Services Agreement entered into between the parties on June 15, 2021 the “**Agreement**”). Additional terms and conditions may be set forth in this SOW, and additional SOWs that may be subsequently signed.

To the extent the terms and conditions of this SOW are inconsistent with those of the Agreement, the terms of this SOW will control with respect to the Services described herein. Capitalized terms used herein shall have the same meaning as those used in the Agreement.

This SOW is an attachment to, and is incorporated by this reference into the Agreement as if fully set forth therein and made a part thereof. This SOW, together with the Agreement, represents the complete and total understanding of the parties regarding the Services to be provided by Company hereunder.

**1. Services Period.** Unless otherwise terminated earlier in accordance with the terms of the Agreement, the Services will end upon the completion of the Services by Company, which in no event shall be later than February 15, 2022, and payment by client.

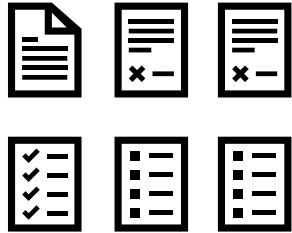
**2. Fees.** The Services outlined in this SOW reflect the initial understanding of Client’s desired Deliverable and Company reserves the right to alter the manner in which Services are provided if Company determines different services are necessary to complete the Deliverable. Company shall provide the following Services to the Client:

Itemized Fees		Fee
Software	MagicSoft Mobile x 250 seats	\$220,000
	MagicSoft Connect x 250 seats	\$75,000
	MagicSoft Hub Connector	\$25,000
All services provided below are subject to additional costs for work performed outside of regular working hours, as specified in section 2.3 of the MSA. All new work will be scoped with Customer before commencing.		
Service	Initial Setup	\$22,000
	Profile Customizations	\$22,000
	Connector Enablement	\$10,000
	<b>Total</b>	<b>\$374,000</b>

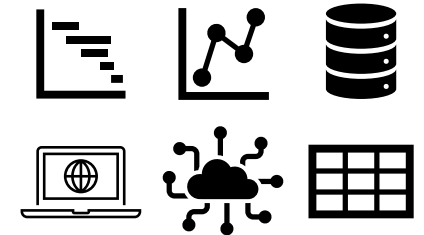
# Drive Productivity on Day 1

Docugami helps Professional Services firms increase productivity on Day 1 by:  
**REDUCING MANUAL EFFORT** and **PREVENTING INFO SILOS** while managing programs and projects.

Document Type: MSAs /  
SOWs / COs / POs /...



Output: Spreadsheet / Database  
/ Dashboards / SaaS /...



Docugami can **EFFECTIVELY RETRIEVE INSIGHTS** out of thousands of contracts by:

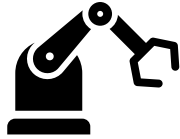
- Clustering contracts automatically in similar patterns: MSAs, Proposals, SOWs, etc.;
- Extracting desired information (i.e., Payment terms, Pricing, Deliverables, Assignment, Liabilities, etc.) out of thousands of contracts.
- With rapid turnaround time; without upfront IT implementation.
- Connecting the extracted data automatically with analytics tools.

Professional Services firms can **INCREASE OPERATIONAL EFFICIENCY** and **ENABLE GREATER BUSINESS GROWTH**

- Multiple use cases, e.g.:
  - Internal Operations (Contract Analysis, Program Management, Account Management, etc.)
  - Post Merger Integration (Contract Harmonization)
  - Legal Support (Pre-M&A Due Diligence, Legal Document Discovery, Legal Outsourcing Support, etc.)
  - More ...



# Drive Your Own Digital Transformation



## Automate at Scale

- Automate data extraction out of long complex contracts
- Automate table extraction
- Auto-complete / Auto-Assign for document clustering
- Automate document assembly/generations using Word processor
- Automate file intake and info output
- Workflow Automation

“Understand Docs”

“Assisted Authoring”

Docugami

“Connect Data”



## Augment Human Talent with Technology




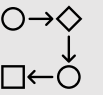
- Assist business users in drafting contracts with intelligence based on historical documents and compliance best practices
- AI for business users (self service platform)
- Interactive user-group-specific AI training
- Flexibility for business users to decide types of business systems to use, no obligations on business systems



## Commit to data-driven decision making – using better, more diverse data

- Transcribe info hidden inside contracts or business documents into hierarchical database, providing organizations with more diverse data
- Reduce human touchpoints in enterprise data management
- Transform human lingo to facilitate system-to-system communication

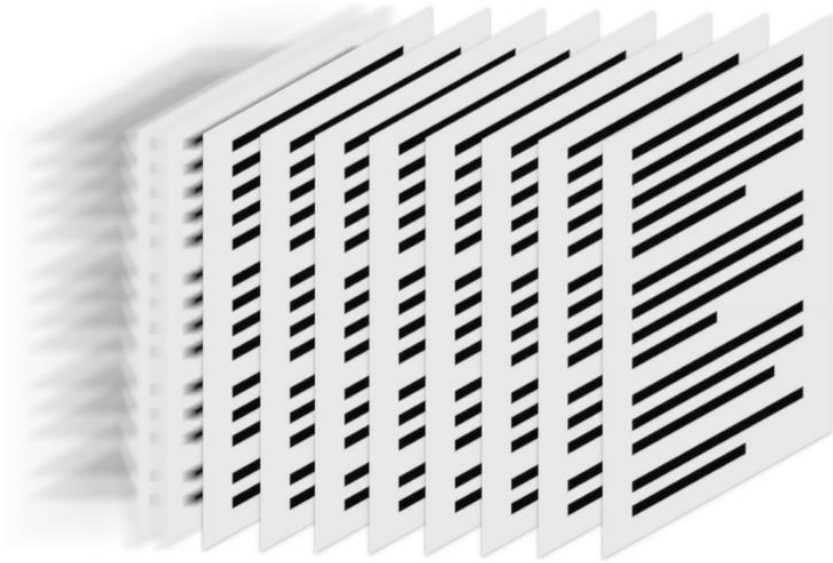
# Unlock The Value From Stored Content

Efficiency	Insights	Compliance	Bridge Info Silos
<ul style="list-style-type: none"><li>• Save time and costs by automating manual data extraction, entry, and reporting</li><li>• Automate workflows of data exporting, sharing, routing, etc. using business defined rules and decision flows</li><li>• Fast deployment without lengthy IT setup or costly consulting services</li></ul> 	<ul style="list-style-type: none"><li>• Empower business users to extract business insight hidden inside contracts/business documents using familiar off-the-shelf data analytics tools</li><li>• Query hierarchical data deconstructed from documents with information traditionally stored in enterprises database</li></ul> 	<ul style="list-style-type: none"><li>• Reduce errors and stay in compliance with industry-leading accuracy rate</li><li>• Find, eliminate, avoid, and reduce legal risks and compliance issues effectively</li></ul> 	<ul style="list-style-type: none"><li>• Integrate document content in business processes and databases</li><li>• Automate document content-based workflows</li><li>• Enhance system-to-system communication</li><li>• Minimize information silos and create a system of record for enterprises</li></ul> 

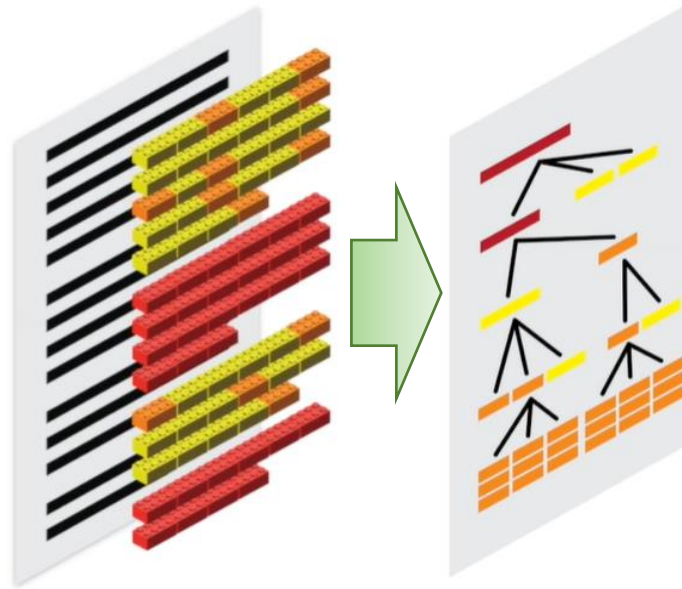
***“Today billions of documents are managed in cloud content management systems such as Box, containing critical business insights that are locked away in plain sight. Docugami brings critical document content such as MSAs (Master Service Agreements) and SOWs (Scope of Work), as data that machines can understand, to analytics platforms, traditional enterprise databases and Customer Relationship Management systems, truly unlocking the value from your stored content.*”**

# A Simple Path To Complex Automation

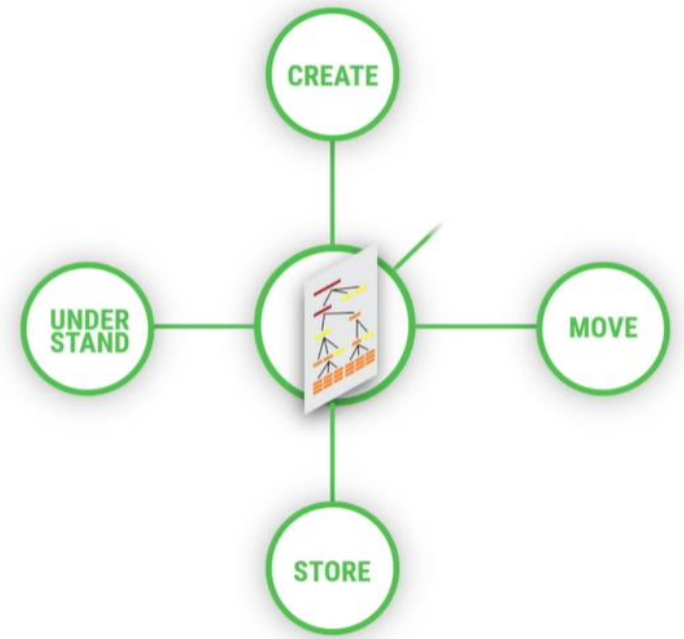
1. Upload a Set of Documents



2. They are processed, and the information is transformed into a hierarchical XML database.

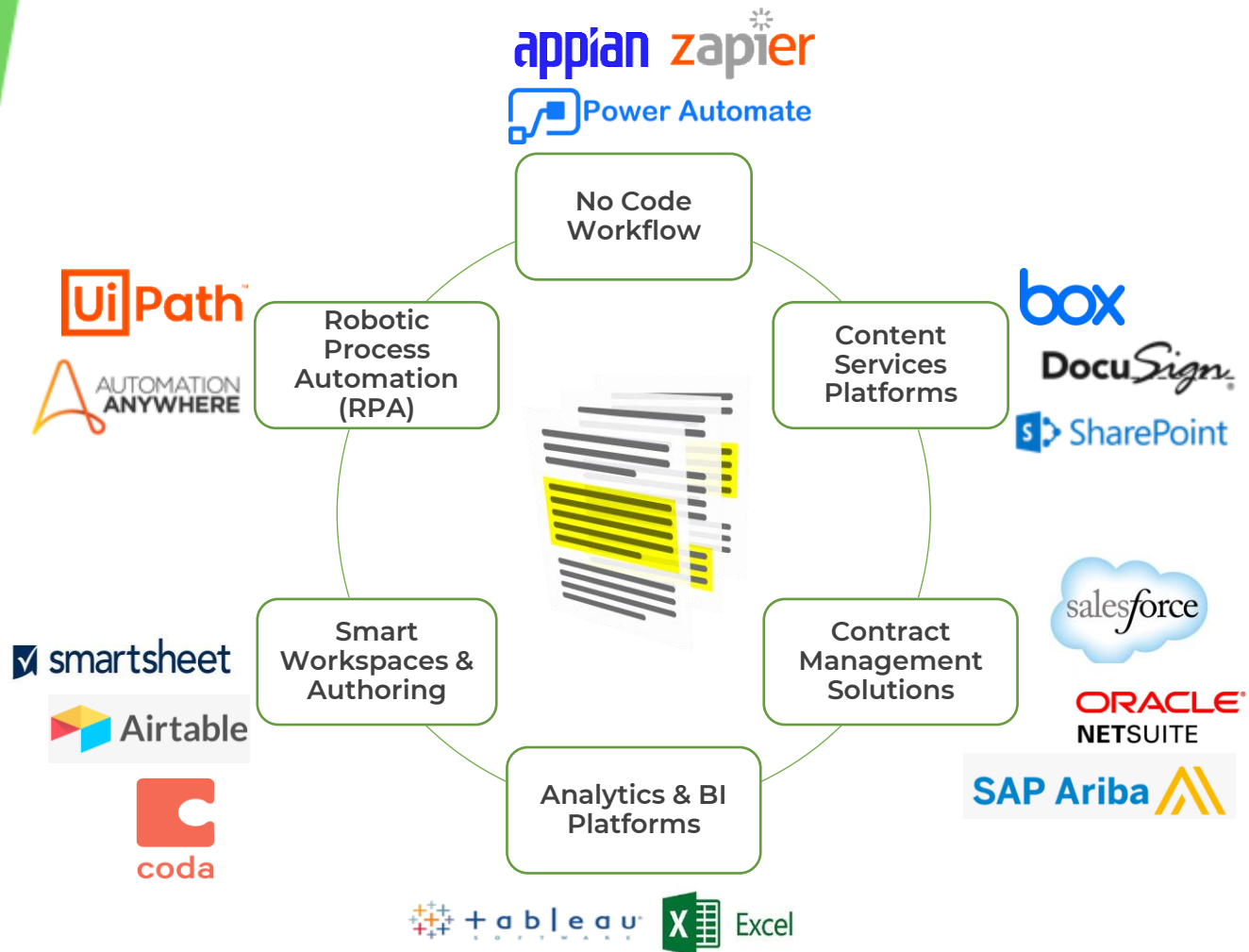


3. The data is now accessible to Spreadsheets, RPA, No Code and Line-of-Business Systems



# Partners & Ecosystem

We are building powerful technology relationships. Docugami generates standard file payloads that 3rd Party systems understand.



Docugami allows business users to integrate with their favorite tools:

- Intelligent information access with RPA and no code workflow
- Ease of content management and collaboration using familiar content services platforms
- Information extracted from documents integrated into analytics tools and dashboards
- Business documents become a whole new data stream for vertical solutions and LOB systems

**Documents At The Center of Digital Transformation**



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