Aavenir



AAVENIR REPORT · 2026

From Copilot to Workforce

The execution-grade AI guide to contract management: how AI agents move from suggesting changes to carrying contract work through, with an audit trail at every step.

Winner, Best Use of AI in Contract Management, 2026 LegalTech Breakthrough Awards

EXECUTIVE SUMMARY

Contract AI has learned to advise. The next step is to act.

Most contract AI today stops at the same point: it surfaces a risk and waits for a person to decide what to do. That is useful, and it is no longer enough. The value of a contract is realized after signature, when obligations are fulfilled, compliance is maintained and risk is managed, and that work happens across thousands of agreements every day.

This report sets out what changes when AI moves from copilot to workforce: agents that review and redline, assign and track obligations, and screen contracts for compliance gaps, each step logged so legal, procurement and audit teams can see exactly what was done and why.

01 Advise vs. execute: four levels of contract AI

02 Contract Review agents in practice

03 Obligation Extraction and Fulfilment agents

04 ComplianceNext agents

05 Post-signature value

06 Customer story: a UK energy infrastructure operator

07 Readiness checklist: 10 questions

08 Why native on ServiceNow

> **Recognition.** Aavenir won Best Use of AI in Contract Management at the 2026 LegalTech Breakthrough Awards, presented by Tech Breakthrough, for AI agents that execute contract work rather than only advising on it.

Three ideas to take away

- **Execution beats suggestion.** An agent that redlines, assigns and tracks saves the hours a suggestion only points at.
- **Value is won after signature.** Missed obligations and unscreened compliance gaps are where negotiated value leaks away.
- **Trust comes from the audit trail.** Every agent action needs a record a reviewer or auditor can follow, inside the systems the business already runs.

01 · ADVISE VS. EXECUTE

Four levels of AI in contract management.

Contract AI is easiest to judge by what it does after it finds something. The four levels below run from suggestions a person must act on, to agents that carry the work through and record every step.

1

Suggest

Highlights clauses and risks for a reviewer to read. Extraction and search make contracts easier to find.

A PERSON DOES THE WORK

2

Recommend

Compares terms to a playbook, scores the risk and proposes alternative language.

A PERSON DECIDES AND EDITS

3

Act on approval

Redlines the document, creates the obligation task, drafts the remediation, then waits for sign off before it moves on.

A PERSON APPROVES EACH STEP

4

Execute and audit

Agents carry the work through within the limits you set: redline the clause, assign the obligation, track it to the due date with the evidence on the record. Every step is logged.

PEOPLE SET POLICY AND REVIEW EXCEPTIONS

What separates level 4

- **Closure, not alerts.** The agent finishes the task it started, rather than handing a list of flags to a busy team.
- **Tied to the source.** Every task links back to the clause that created it, so the reviewer sees what the contract requires.
- **An audit trail as a by-product.** Each action carries its evidence, so audits and disputes start from a record, not a reconstruction.
- **Policy stays human.** Legal and procurement set the playbooks, policies and thresholds; agents apply them consistently.

Contract Review agents: from flags to clean redlines.

R

Contract Review agents flag clause deviations, score risk by severity, recommend alternatives and surgically redline documents, marking only the words that change.

BEFORE

1. Third party paper arrives by email.
2. A lawyer reads it clause by clause against a playbook kept in a document.
3. Deviations are noted in comments, then rewritten by hand.
4. Business teams wait days for a first turn.

WITH REVIEW AGENTS

1. The contract is screened as it enters the request.
2. Deviations are flagged and scored by severity against your playbook.
3. Fallback language is proposed and applied as a surgical redline.
4. Legal reviews the high severity items and approves the rest.

Where it changes the work

- First turns come back with the redline already done, so lawyers spend time on judgment calls, not on rewriting standard clauses.
- The same playbook is applied to every contract, whoever is reviewing it.
- Each change is tied to the playbook rule that triggered it, which makes negotiation history easy to explain later.

> **Ask your vendor:** does the AI only comment on a clause, or does it produce the redline, record why, and route the exceptions?

Obligation Extraction and Fulfilment agents: every commitment owned.

O

These agents find, classify and assign buried commitments, write plain-language instructions for the people responsible, and track each one to its due date with the evidence on the record.

BEFORE

1. Obligations sit in signed PDFs and a spreadsheet nobody owns.
2. Due dates are found when something is late.
3. Evidence of completion lives in inboxes.
4. Renewals start without knowing what the vendor actually delivered.

WITH OBLIGATION AGENTS

1. Every commitment is extracted and classified from the signed contract.
2. Each one is assigned to an owner with plain-language instructions.
3. The owner attaches proof of completion to the obligation record.
4. A reviewer closes the task, and its history feeds the renewal decision.

Why it matters

- Commitments made at signature stop depending on someone remembering them.
- Vendor performance becomes a record, not an opinion, when it is time to renew or renegotiate.
- Service credits, rebates and performance-based compensation can be claimed because the evidence is already there.

> **Ask your vendor:** does every obligation get an owner, a due date and a place for its evidence, or only a reminder?

ComplianceNext agents: compliance in the workflow.

C

ComplianceNext agents screen contracts and vendor documents at intake, in review and before renewal against internal policies, risk actions from third party risk management tools and global regulations such as GDPR, SOX, HIPAA, DORA and UFLPA, then hand the gaps to review agents for automatic redlines.

Six agents, one job: close the gap

Policy Discovery
Finds the regulatory frameworks that apply and assembles contract and vendor policy checklists.

Compliance Screening
Runs the checks and identifies the gaps.

Risk Action Checker
Confirms whether required risk actions made it into the contract.

Policy Assignment
Assigns the right checklist to each contract and vendor document.

Risk Scoring
Quantifies the exposure, with an AI generated rationale.

Document Update
Updates and redlines the document to close the gap.

Where it runs

- **At intake.** Third party paper is screened against a checklist, then routed to legal, to AI review, or back to the vendor.
- **After negotiation.** The accepted risk is recorded and tracked.
- **Before renewal.** Gaps against current standards are combined with obligation performance to give renewal intelligence, then closed in the renewal draft.

Agents and frameworks: Aavenir ComplianceNext datasheet, aavenir.com/resource/compliance-checker-datasheet/

05 · POST-SIGNATURE VALUE

Contract value is won or lost after signature.

Negotiation sets the price and the terms. Whether the business receives them depends on what happens next: obligations met, compliance kept current, and the evidence ready when it is time to renew.

Execution-grade AI is most valuable here because the work is continuous, spread across every active contract, and easy to lose track of. These are the results Aavenir customers report.

85%	80%	20x	3x	3%
reduction in contract risk	faster contract reviews	faster compliance screening	increase in timely obligation completion	and up to 12% spend recovery

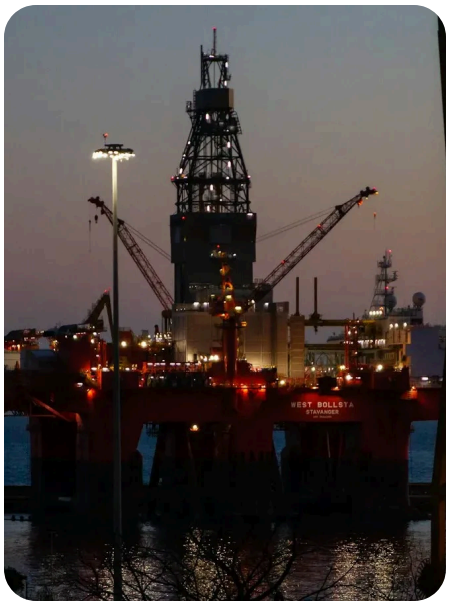
Results reported by Aavenir customers: aavenir.com/platform/aavenir-intelligence-platform/ and aavenir.com/case-studies/. The 3% figure is from the energy and utilities customer story; up to 12% is the highest spend recovery Aavenir customers report: aavenir.com/case-study/leading-energy-and-utilities-company-turns-contract-intelligence-into-value-recovery-and-renewal-intelligence/

Three places value leaks

- **Unclaimed entitlements.** Service credits, rebates and price protections go unclaimed when nobody tracks the trigger.
- **Silent non-performance.** Vendors miss obligations without consequence when performance is not recorded.
- **Stale compliance.** Contracts signed under last year's policies drift out of line as regulations and standards change.

06 · CUSTOMER STORY

1,300 vendor contracts. One lean team. Obligations that no longer slip.



1,300
vendor contracts migrated

AI
obligation extraction across the portfolio

Active
compliance screening across strategic and mid-tier agreements

Before

A leading UK energy infrastructure operator managed 1,300 vendor contracts with a lean Commercial and Procurement team. Obligation tracking was manual and fragmented. Performance-based vendor compensation was tracked twice, in disconnected processes, and vendors could miss critical obligations unnoticed. Contracting teams lacked renewal intelligence on both vendor obligation performance and current contract gaps against standards and regulatory policies.

What Aavenir did

Aavenir deployed its AI-led post-signature value realization framework, combining Contract Obligation Management and Compliance Screening. All 1,300 contracts moved into a tiered, RAG-scored structure, with AI obligation extraction and policy validation across strategic and mid-tier agreements.

After

Centralized renewal intelligence, structured visibility into vendor contract performance, and active compliance screening where none existed before. It is the kind of connected post-signature value that separates execution-grade AI from disconnected, suggestive tooling.

Customer story: aavenir.com/case-studies/

07 · READINESS CHECKLIST

Ten questions to ask about your contract AI.

Use these with your team or your vendors. Each "no" marks a place where people are still doing work the AI only points at.

01 Does it produce the redline, or only comment on the clause? YES · NO
Review agents should apply your fallback language, not just suggest it.

02 Is every flag scored by severity against your own playbook? YES · NO
Generic risk lists create work instead of removing it.

03 Are obligations extracted and assigned to a named owner automatically? YES · NO
A list of obligations without owners is a list of future misses.

04 Does every obligation get a named owner, a due date and its evidence on record? YES · NO
Ownership and evidence are what close the loop.

05 Are contracts screened against current policies and regulations after signature? YES · NO
Compliance at signing goes stale as rules change.

06 Do compliance gaps flow into the redline automatically? YES · NO
A gap report that nobody acts on does not reduce risk.

07 Does each agent action leave an audit trail with its evidence? YES · NO
Auditors and counterparties ask what was done and why.

08 Does vendor performance feed the renewal decision? YES · NO
Renewals should start from a record of what was delivered.

09 Does the AI run inside the systems your teams already use? YES · NO
A separate AI layer adds another tool, another login and another data copy.

10 Can you set the policies and thresholds the agents follow? YES · NO
Agents should apply your judgment consistently, not replace it.

08 · WHY NATIVE ON SERVICENOW

Built in, not added on.

Aavenir's agents run on the Aavenir Intelligence Platform, embedded natively in ServiceNow. There is no separate AI layer to deploy or manage, and contract data stays in the governed environment the business already trusts.

Native on ServiceNow

Agents work inside the requests, tasks and approvals your teams already use.

Secure by design

ISO/IEC 27001:2022 certified and SOC 2 Type II compliant.

One platform

Contracts, obligations, compliance, sourcing, onboarding and invoicing.

About Aavenir

Aavenir is an enterprise contract intelligence platform for procurement, legal, IT, finance and sales teams. Aavenir AI reads every agreement an enterprise has signed, Aavenir Atlas answers questions across the whole portfolio, and its apps act on contract terms from sourcing to payment, natively on ServiceNow or standalone.

See execution-grade contract AI in your environment.

Talk to an expert: aavenir.com/demo/ · contact@aavenir.com

Security: aavenir.com/security/. LegalTech Breakthrough Awards: legaltechbreakthrough.com, presented by Tech Breakthrough.

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