

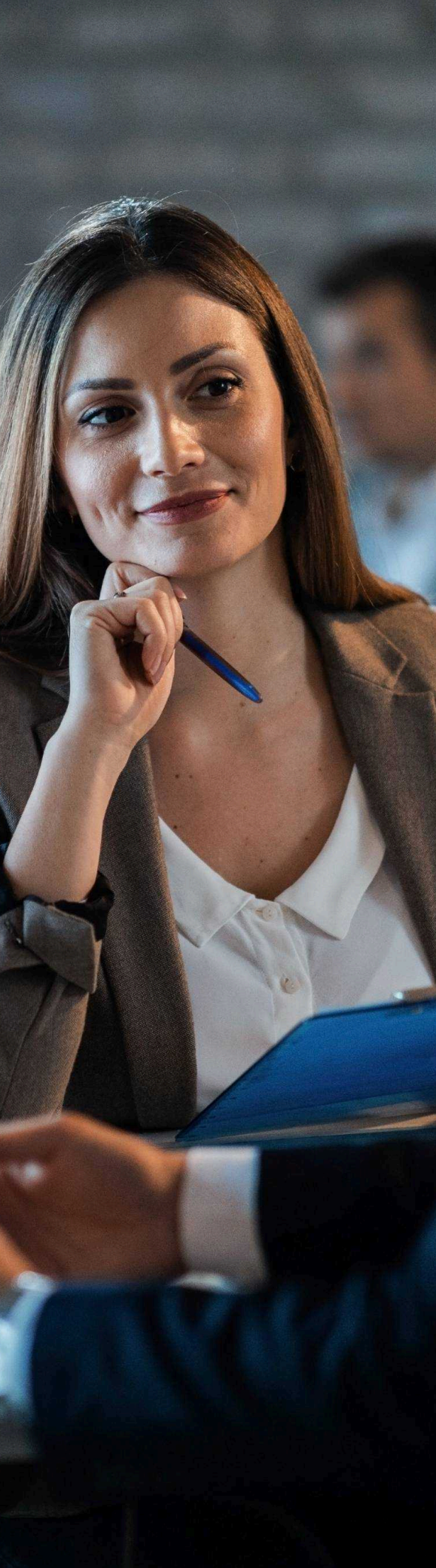


STRATEGIC COLLABORATION OF THE LEGAL AREA WITH OTHER DEPARTMENTS

Tips for eliminating bottlenecks in legal operations.

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0. Introduction

Legal area, the department to turn to when faced with any legal problem, the one that is asked for help with complex contracts or the most everyday situations, but which is often considered a process blocker. Assaulted in their offices, by email or WhatsApp, and intercepted in the corridors with all kinds of issues, many in-house lawyers see how **collaboration with the other departments is a somewhat chaotic**, sometimes tedious process, which delays the contribution of value from the legal area.

This ebook is for you, legal director or in-house counsel, who feel that control of legal documents slips through your fingers like sand. You see how collaboration with your colleagues in other areas is a whirlwind of unfinished processes that are difficult to get out of. We want to provide you with **a guide to integrate your department with the other departments in an orderly and beneficial way**.

In the following pages, you will find out **how to establish control over your company's legal contracts and operations**, a way to delegate safely, to be more efficient in your interdepartmental communication and to empower your department's work for the business.

You know better than anyone that the legal department is a cross-cutting entity for the entire company, **a strategic ally for the business**, a facilitator that plays a key role in the development of its activity. **Find out how to promote it to the position and recognition it deserves.**



1. Why should Legal be integrated with other departments and how can this be achieved?

The legal department is known for its marathon working days, for its high level of demand, and for receiving hundreds of requests in the most unexpected ways. If it's not Teams, it's Hangouts or WhatsApp, and if not, it's the loud voice in any corridor or at the coffee machine.

Contact with the Legal area is constant and understandable: **it receives so many requests from the rest of the departments due to the direct involvement of the legal factor in multiple transversal issues for the business;** without forgetting the critical importance of the department in the most important businesses as a validator and protector of the company's interests.

For this reason, it is in constant contact with other departments, both to deal with sudden day-to-day queries and corporate matters, data from different studies support this.

One example is the result of the Interim Client Research Report of the General Counsel and Compliance Strategy Forum 2025, which states that collaborative work is one of the main priorities of its legal department this year, with 59.3%.

However, this collaboration is often limited to mere express consultancy, with no real room for joint work and the implementation of projects with clear and beneficial objectives for the business. Worse still, **bottlenecks are sometimes created, delaying the work and making it inefficient.**

Legal must empower its figure and show its value: **in addition to being the facilitator it already is, it must establish effective and secure interdepartmental cooperation systems,** while communicating this clearly.

1.1. How the legal director can open up to cross-departmental cooperation

The legal department's integration is a strategic necessity because it is a key driver of business success. However, it sometimes seems so unattainable that it feels like this department is isolated in a high tower.

Opening the lines of communication is a crucial first step. Implementing regular meetings with other departments, engaging in cross-departmental projects and using collaborative platforms are effective strategies. Doing so establishes a fluid channel for sharing information and addressing challenges together.

For the legal director, establishing effective and secure channels of communication between areas means playing a proactive role in the business strategy and **take advantage of a win-win approach that benefits both Legal and other areas.**

1.2. A necessary 'win-win': what areas gain from integrating with the Legal department

Integration with Legal not only reduces risk and improves compliance, but also brings tangible benefits to other areas, which can move forward more safely and independently in their work. The legal team can provide valuable insight into risk management, contribute to operational efficiency and ensure that internal processes are aligned with legal standards.



Integrating Legal with other departments is lucrative for all parties. An appropriate partnership brings multiple benefits, among others:

FOR THE LEGAL AREA:

- **Visibility and recognition** within the company and greater alignment with corporate strategy and culture.
- **Efficiency and productivity** in legal matter management and less workload and stress.
- **Capacity to anticipate and prevent** legal risks and greater agility and quality in legal problem resolution.
- **Professional and personal development** of in-house lawyers and greater motivation and commitment of the team to the company.



FOR THE OTHER AREAS:

- **Security and peace of mind** in the development of their activities and projects and less exposure to legal risks.
- **Agility and quality** in obtaining legal services and documents and less dependence and waiting on the legal department.
- **Knowledge and understanding** of the legal aspects that affect your area and greater autonomy and responsibility in their management.
- **Trust and satisfaction** with the legal department and greater collaboration and synergy with in-house lawyers.



2. How to empower the in-house lawyers and integrate them into the business strategy

When you want to empower the legal department and change its perception, you must first conduct an introspection process and modify what is necessary. Then, you must get those who are used to seeing Legal as a service department, not a strategic one, to change their perception.

To achieve this, it is necessary to work on interpersonal relations with the members of the other areas, letting them see the profound change that has taken place in the legal area and its members. In addition, **business communication guidelines must be established with the rest of the departments,**

which move away from the informal messages already mentioned, normally used in the legal department. **Using the language of the business** will be a very effective tool for this.

We know that this is not easy and can not be achieved overnight, but it is clear that perseverance in building a new collaboration with the rest of the areas of the organisation will bear fruit. But let's bring all this down to earth. Let's look at some examples of quick implementation projects that can help you.



2.1. Laying the foundation for effective legal operations

Lead and manage from what is important, not what is urgent

This is the key to creating a new way of seeing and experiencing the management of the territory. Organise, think, and plan, always based on the previously defined strategy.

Define a strategy for the department that is aligned with that of the company

Lead and manage by strategic objectives, not by the needs and urgencies of the organisation. This will help to identify where the essential contribution of the legal function should be within the business so that the company's strategic objectives can be successfully achieved through the legal function.

Review and optimise processes and resources

One of the great evils in in-house legal consultancies is the over-dimensioning of work in proportion to the human, technological or structural resources available.

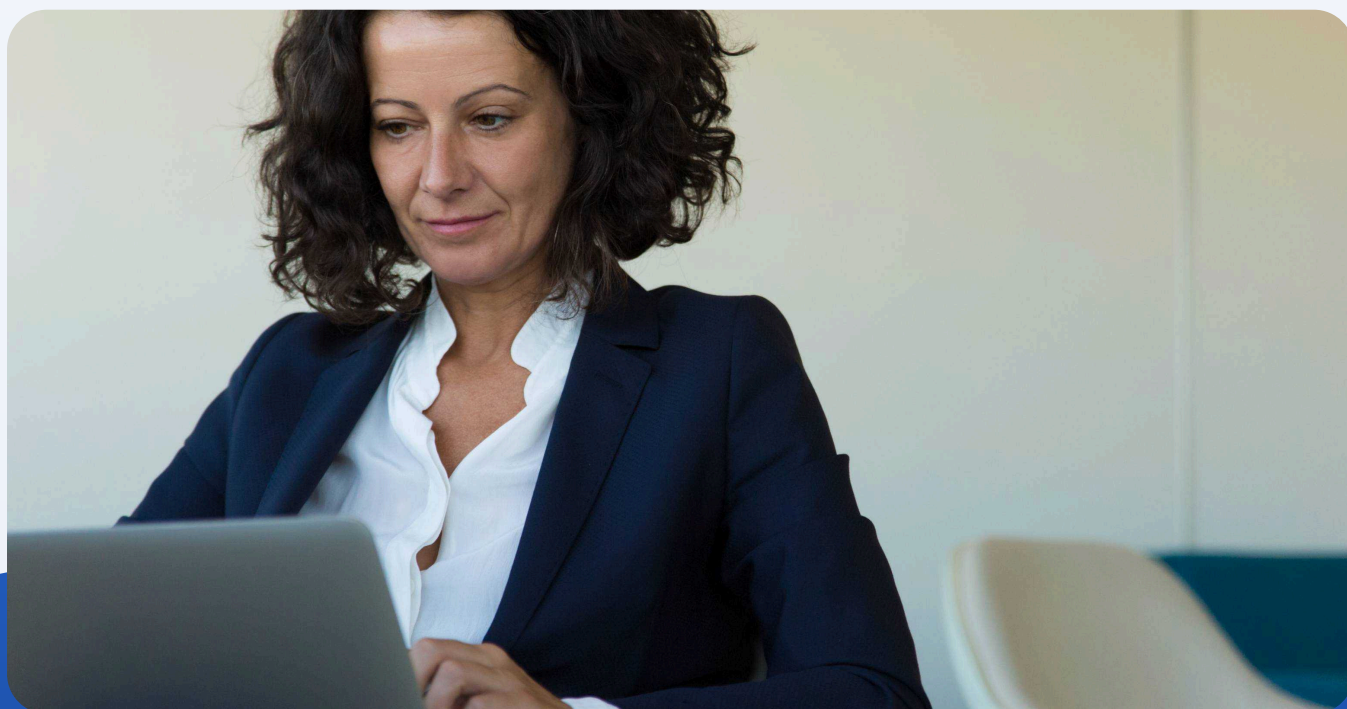
Locate the mirror areas

These areas could be corporate governance, compliance or controlling. They are natural allies of the legal area, and building strategic alliances with them is a way of working and building common strategic objectives. It will improve the possibilities of achieving them, generating more impact and raising the level of legal culture within the organisation.

Quick win to boost

Implementing a legal request system, also known as legal ticketing, involves centralising, sorting and assigning any request received by the legal department while simplifying the work of managing them and generating strategic reports on them.

Why is it a quick win? Because of the simplicity of its implementation. It improves the interaction and relationship with the legal department, as well as the instant change and effectiveness it offers.





2.2. Strategies for gaining traceability and control over contracts

When talking about traceability, it is increasingly common to hear the word automation. Indeed, **technology greatly facilitates the management and traceability of each contract route.** Legal counsels have centralised and traceable repositories at their disposal, to improve contract visibility while reducing contract risk and streamlining processes. Similarly, automation enables efficient workflow management, from contract creation to renewal and termination.

Document automation systems

Streamline and delegate the creation of contracts and other legal documents while controlling that Legal's established templates are used, with pre-set parameters. Reduce the risk of human error and free your legal department from one of the most time-consuming tasks, the incessant review of contracts.

Use of entity detection technologies

Integrating entity detection technologies, such as natural language processing (NLP), makes it easier to identify and extract key information from legal documents. This optimises data categorisation, improving traceability and providing valuable insights for your department.

Definition of indicators for reporting, based on data and risk levels

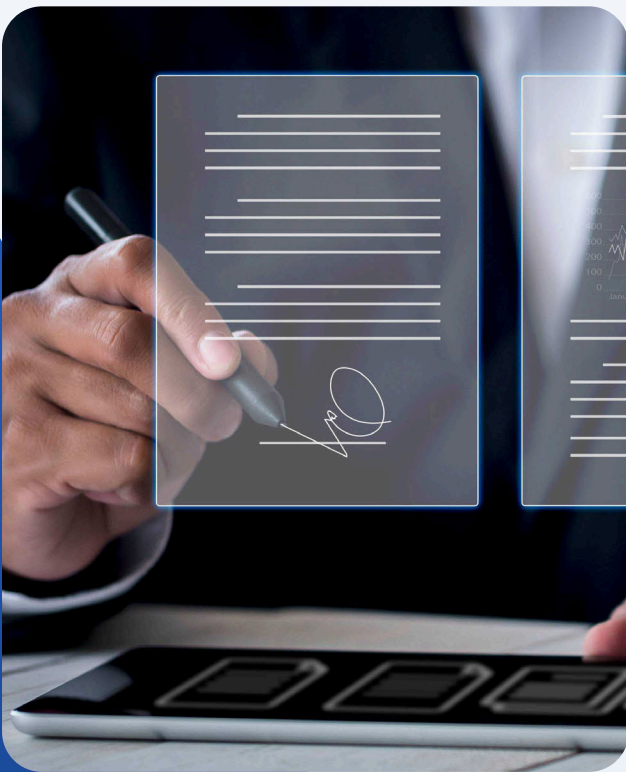
It allows you to establish key indicators (KPIs) for your area. These indicators can address aspects such as contract management efficiency, compliance and risk levels. Reporting based on this data provides a complete picture and helps to highlight the work of the legal department.

Advanced e-signatures

Maximise the traceability of document signatures with advanced e-Signature, streamlining the signing process and improving the traceability of signer data and signature events.

Quick win to boost

Implementing a contract control panel is one of the most useful projects for Legal. Having a dashboard from which to view documents, group them and filter them by status or by a lawyer to whom they have been assigned facilitates the daily work and prioritisation of the department, as well as the creation of forecasts and reports.



2.3. Business responsibilities in the contract lifecycle

For effective contract management, each department must assume specific responsibilities in the contract life cycle. This implies that the **Legal area is not responsible for everything**. It also involves educating employees on contract policies and processes, ensuring that they understand the importance of compliance and accuracy in legal documentation.



Efficient and up-to-date management of legal operations requires Legal to establish systems to streamline the validation of documents and, therefore, the progress of matters in each area. Let's look at the main steps covered in the life cycle of a contract and an example of the corresponding responsibilities of each actor in the process:

Legal's responsibility covers a key part of the contract life cycle:

- The **creation** of contracts, although delegated through automation, remains a responsibility of Legal.
- The **negotiation** of the contracts and the legal requirements arising from it are also the responsibility of Legal.

However, from this point onwards, new responsibilities come into play for **the company's management team**:

- The **approval** of contracts: the various managers take responsibility for the approval of what they are signing.
- The **execution** of contracts: it is up to these leaders to take responsibility for closing the corresponding agreement or matter.

The other departments then take on new responsibilities:

- Contract **compliance**.
- Contractual **obligations**.
- Contract **performance**.
- Contract **terminations or renewals**.

Quick win to boost

A great way to facilitate interdepartmental collaboration and in turn facilitate accountability is to implement a **contract negotiation tool**. Today, such tools are included in a Contract Lifecycle Management (CLM) solution that allows collaboration on documents, comments and suggestions to be made centrally. This allows the process to be secured and centralised while keeping a full record of the activity.

3. How the legal area, with the use of technology and AI, can facilitate processes with...

3.1. Procurement



Problematic:

In the procurement department, in constant contact with customers and suppliers, a lack of visibility on contracts and agreements can lead to unfavourable terms and unnecessary risks for the company.

Solution:

Implementing an AI-based contract management platform provides real-time visibility on contract terms and key dates. AI analyses key contract data, alerting to potential risks and helping to optimise terms to ensure more beneficial agreements.

3.2. Sales

🚩 Problematic:

In the sales area, a lack of synchronisation with the legal department leads to delays in the approval of contracts, affecting the speed of closing deals and even losing them on certain occasions.

💡 Solution:

Implementing a contract automation system facilitates this collaboration between sales and legal, with automated workflows that enable quick approval and ensure contracts meet legal standards without unnecessary delays.



3.3. Human Resources



Problematic:

The recruitment process and document management related to new employees are often characterised by a lack of efficiency, which can lead to delays in onboarding and an unsatisfactory initial experience.

Solution:

An AI-based recruitment process automation system makes it easy to create and manage contract documents. Candidates only need to fill out a simple form, which not only speeds up the onboarding process but also ensures accuracy and consistency in documentation, improving the initial impression of new employees and optimising HR efficiency.

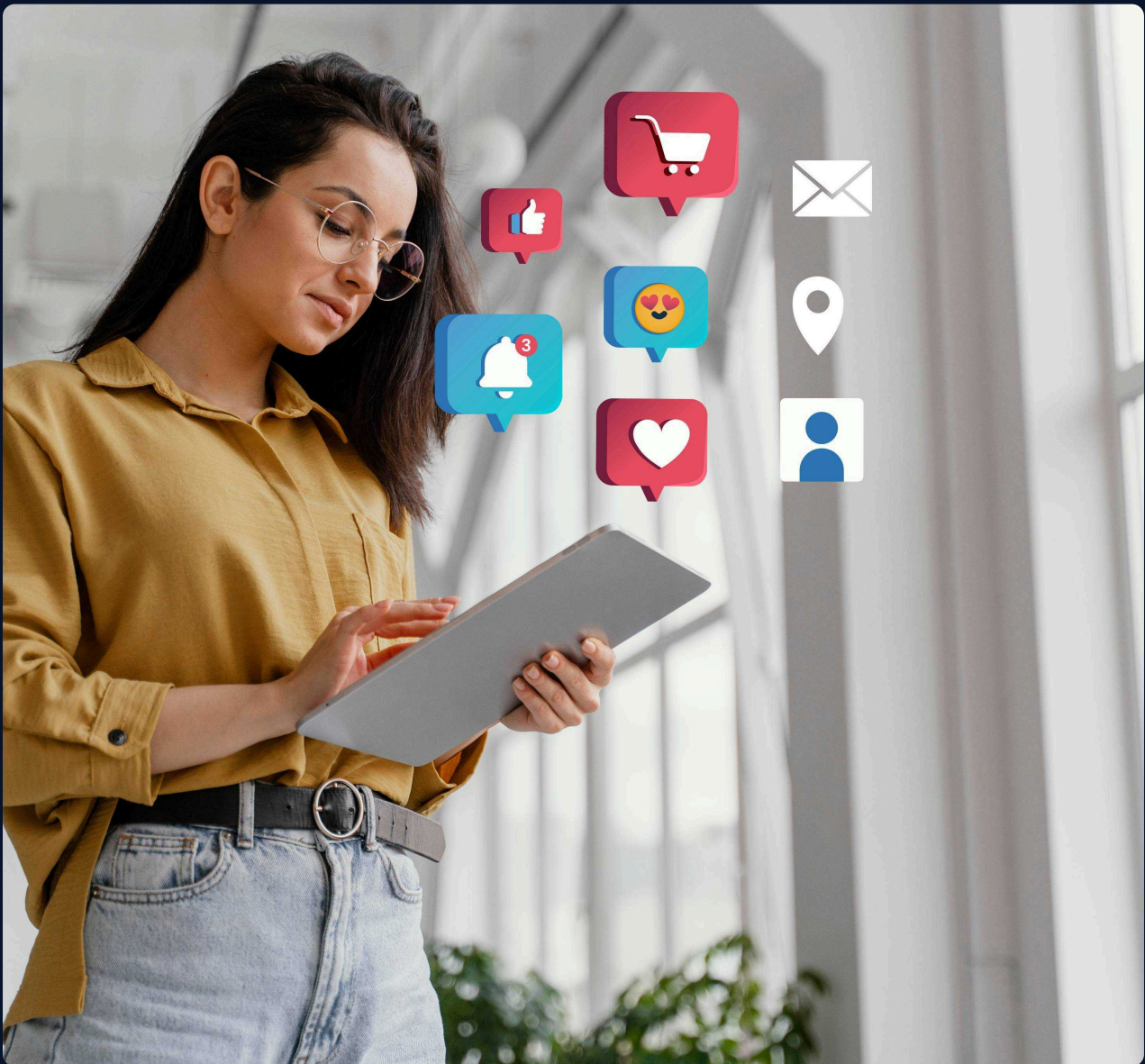
3.4. Marketing

🔔 Problematic:

In Marketing, collaboration with the legal department can be slow and error-prone, especially when managing one-off deals with agencies, influencers and external partners.

💡 Solution:

Implementing an AI-based CLM streamlines the marketing team's review of agreements. It facilitates real-time collaboration, ensuring that terms are in line with legal policies and deadlines are met, thus effectively driving timely campaigns.



3.5. With the CEO/Managers



Problematic:

Lack of transparent, real-time information and slowness in making strategic decisions or approving certain key contracts is a challenge for CEOs and managers.

Solution:

Implement a contract dashboard that provides a complete overview of contract status, risks and legal compliance. This allows managers to make informed and strategic decisions based on accurate and up-to-date data.

4. About Bigle

Bigle is a legal tech company that offers a software suite with 4 products: Bigle CLM, the legal AI Bigle Libra, Bigle Sign and Bigle Academy. The company's mission is to **streamline the legal operations of companies, improving security and minimising the risk of legal contingencies.**

The platform allows professionals to automatically create documents, share them for review, validate them in real-time, collaborate virtually, negotiate, and has its own electronic signature.

Bigle has developed a generative artificial intelligence assistant, Libra, which is connected to its CLM platform, developed for legal departments, which is an expert in the legal field and **offers a secure environment of maximum confidentiality, minimising the hallucinations typical of other generalist tools.**

The technology company is a pioneer and leader in the field of no-code document automation, has a global presence and its clients include large corporations and large law firms.

To learn more about us, visit the website: biglelegal.com

For other enquiries, please contact communication@biglelegal.com

By using Bigle, you contribute to saving natural resources



323 million
Kg of wood



7.1 billion
Litres of water



725 million
Kg of CO²



47 million
Kg of waste