



Suhas Bhairav

AI Sales Contract Review and Redline Checklist

Fast, risk-aware redlines using LLMs for vendor contracts.

Enable rapid, auditable contract reviews with automated risk flags and human-in-the-loop validation.

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AI Contract Review: Quick-start

Use an LLM to scan standard vendor agreements. Flag payment terms and liability limits for human review.

Key move Pilot with 5–10 routine vendors this week.

PRACTICAL CHECKLIST

- 01** Automate extraction of key terms: payment terms, liability caps, indemnities.
- 02** Flag terms exceeding thresholds for human review.
- 03** Keep legal interpretation and final redlines human-reviewed.
- 04** Data: contract PDFs, historical terms, risk thresholds.
- 05** Tools: LLM prompts, contract parsers, versioned templates.
- 06** Workflow: auto-RAG pipeline to route to deal desk.
- 07** Metrics: flag rate, review cycle time, false positives.

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What to Automate vs Human Review

Automate data extraction and flag generation for standard terms. Reserve interpretation and final redlining to legal review.

Key move Establish a weekly review for edge cases.

PRACTICAL CHECKLIST

- 01** Automate: extract payment terms, liability caps, indemnities, renewal periods.
- 02** Automate: detect deviations from policy baselines and standard templates.
- 03** Flag: terms exceeding thresholds (e.g., Net 60, \$1M cap).
- 04** Human review: legal counsel handles interpretation, enforceability, jurisdiction.
- 05** Tools: prompts, contract-parsing tooling, secure workflow, version control.
- 06** Data: use historical contracts to set risk thresholds.
- 07** Workflow: auto-route flagged contracts to deal desk and legal.

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Adoption Roadmap & Guardrails

Adopt in weekly sprints; assign ownership to Sales Ops and Legal. Establish approvals and measurement dashboards.

Key move Never replace legal judgment; maintain human veto on final redlines.

PRACTICAL CHECKLIST

- 01** Week 1: map contract types, identify top risk terms.
- 02** Week 2: configure prompts, data connectors, redline templates.
- 03** Week 3: pilot with 10–20 agreements; collect feedback.
- 04** Week 4: finalize escalation paths and approval gates.
- 05** Ongoing: monitor accuracy, update thresholds, retrain prompts.
- 06** Ownership: assign deal desk owner and GC approver.
- 07** Metrics: time-to-flag, review cycle time, false positives.

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ABOUT THE CREATOR

Suhas Bhairav

I build AI systems that combine distributed architecture, retrieval, knowledge graphs, security, and practical workflow design. My focus is AI that can be used repeatedly by real teams: understandable, reliable, and grounded in the work people already do.

EXPERTISE

- Principal systems architecture and applied AI engineering
- Production-grade AI systems, agentic workflows, RAG, and knowledge graphs
- Full-stack workflow applications across AWS, Google Cloud, Azure, on-premise, and hybrid environments
- Practical AI implementation patterns for automotive, manufacturing, finance, logistics, cybersecurity, sales, and customer operations
- Security, governance, observability, approvals, and failure-mode thinking for operational AI systems

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