

# Turning Intelligence into Action with Agentic CLM

How LinkAI powers the  
next generation of contract  
lifecycle management



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# How LinkAI Powers the Next Generation of Contract Lifecycle Management

## Today's Approach to Legal AI is Lacking

Legal AI has become ubiquitous within contract lifecycle management. Nearly every vendor now offers some combination of search, extraction, summarization, drafting, or chatbot functionality. On the surface, this would suggest the industry has solved the challenge of applying AI to legal work.

Yet many organizations continue to struggle with the same operational realities they faced before AI arrived:

- Contracts still require extensive manual oversight.
- Obligations are still missed.
- Risk remains difficult to monitor at scale.
- Business teams still wait on legal for answers that should be readily available.

The problem is that most AI implementations were designed to answer questions rather than execute work, and legal teams need work executed more than ever.

### Demand is increasing

# 83%

of legal departments expect demand for legal services to grow.

Source: CLOC State of the Industry Report, 2025

### Teams are strapped for resources

# 63%

of in-house lawyers cite workflow and resource constraints as their biggest issue.

Source: CLOCL State of the Industry Report, 2025

### Teams are strapped for resources

# 55%

of legal departments report flat or declining budgets.

Source: Thomas Reuters Legal Department Operations Index, 2025

## Phase One: Information Storage and Extraction

For years, CLM vendors have focused on helping users locate information more quickly. First came repositories and search. Then machine learning enabled large-scale extraction of contract data. More recently, generative AI introduced the ability to summarize agreements, answer questions, and generate new content through natural language interactions.

These innovations improved access to information, but they left the underlying operating model largely unchanged. A user still needs to ask the question. A user still needs to interpret the response. A user still needs to decide what should happen next.

AI became another interface rather than a new execution layer.

This distinction is becoming increasingly important as organizations attempt to scale contract operations. The challenge facing modern legal and business teams is no longer finding information buried within contracts. The challenge is operationalizing that information across thousands of agreements, stakeholders, obligations, and business processes.

That requires a fundamentally different approach to AI.

## Phase Two: Contract Intelligence

Understanding contracts is only part of the challenge. Organizations still need to act on that information.

A renewal clause should trigger a business process. A non-standard liability provision should initiate review. A missed obligation should generate alerts before it creates risk. Contract intelligence should not simply inform decisions. It should help drive them, and this is where the market is beginning to shift.

Rather than treating contracts as documents to be stored and analyzed, organizations are increasingly treating them as operational assets. Contract data becomes connected to workflows, approvals, business systems, and business playbooks. Intelligence moves beyond answering questions and begins driving action.

The next generation of contract lifecycle management is not defined by better search or more sophisticated summaries. It is defined by the ability to transform contract intelligence into business execution.

Redline this agreement based on my current playbook.

**MF** Mike Fogarty  
11:18AM Apr 15

Replaced "2 years" with "five (5) years, and shall survive indefinitely with respect to trade secrets, protected health..."

Show more

### 3. Data Security and Confidentiality

3.1 Data Security. Harrison Healthcare will implement industry-standard security measures, including encryption, access controls, and regular security audits, to protect Customer Data from unauthorized access, use, or disclosure. Harrison Healthcare will maintain compliance with HIPAA, GDPR, and other applicable data protection laws. 3.2 Confidential Information. Each party agrees to maintain the confidentiality of the other party's proprietary information. 3.3 Post-Termination Obligations shall survive termination for 2 years five (5) years and shall survive indefinitely with respect to trade secrets and PHI, and any data subject to HIPAA, excluding publicly available or independently developed information.

# Why Traditional AI Approaches Fall Short

## AI Operates in Isolation

Most AI implementations in CLM were added after the core platform was already built. Rather than being embedded throughout the contracting process, AI often exists as a standalone chatbot, search experience, or drafting assistant layered on top of existing workflows.

While these tools can help answer questions, they remain disconnected from the systems, workflows, and business processes where work actually happens. The result is an experience where users gain information but must still manually coordinate approvals, manage obligations, route requests, and initiate action.

**Intelligence exists. Execution remains fragmented.**

## Generic Models Lack Legal Context

Contracts require a level of precision that general-purpose AI was never designed to provide.

Legal professionals are not simply asking AI to summarize text. They are evaluating risk allocation, interpreting obligations, assessing liability exposure, understanding renewal mechanics, and applying organizational standards consistently across thousands of agreements.

Generic AI models can be effective reasoning engines, but they lack the specialized legal context necessary to perform these tasks reliably on their own.

This is why purpose-built legal AI matters. Specialized agents trained on legal agreements can identify nuances, apply legal context, and generate outputs grounded in the realities of contract management rather than broad internet knowledge.



## Intelligence Doesn't Guarantee Action

Perhaps the biggest limitation of Legal AI today is that they stop after producing an answer:

→ A contract is summarized.

→ A risk is identified.

→ A clause is extracted.

→ A question is answered.

Yet the user remains responsible for deciding what happens next, and needs to vet the output to ensure it's accurate.

The contract still needs to be reviewed. Stakeholders still need to be notified. Workflows still need to be initiated. Obligations still need to be tracked.

In many cases, AI has improved access to information without fundamentally changing the underlying operating model.

The next evolution of contract lifecycle management involves connecting intelligence directly to action. Contract insights become workflow triggers. Risk signals become review processes. Obligations become automated reminders and business events. Information becomes execution.

### REQ-1146: Approve latest version

No due date • Document Task • Assignee(s): Mike Fogarty

Approve ▾



**Success!** The Mutual NDA has been generated and the workflow is now underway!

### NDA Submitted — Workflow Initiated

| Field      | Value    |
|------------|----------|
| Document   | Acme NDA |
| Request ID | REQ-1145 |

# LinkAI: The Intelligence Engine Powering The Shift in Agentic CLM

While legacy CLM offerings bolted AI on to their existing offerings, lacking integration with core systems, complicated setup, and siloed workflows, LinkSquares took a different approach. With LinkAI, the LinkSquares Platform is powered by a purpose-built AI engine that powers every capability across the platform.

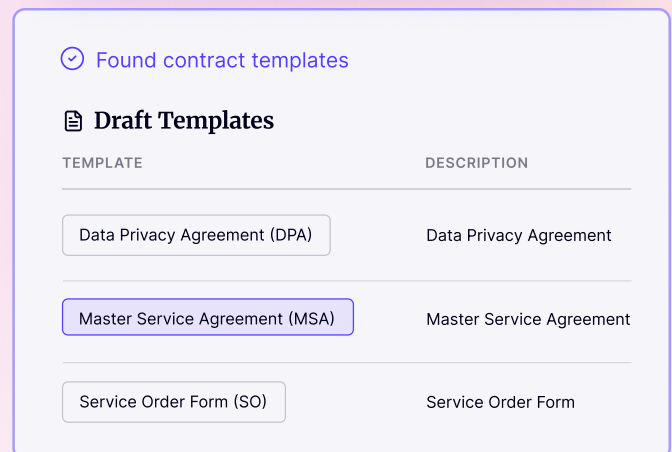
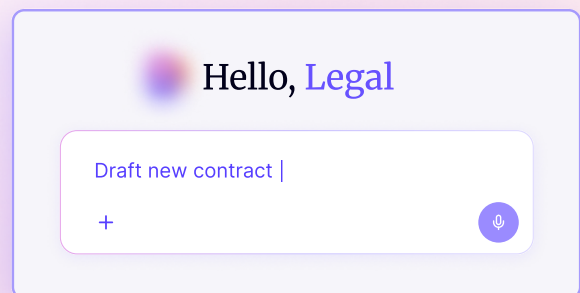
LinkAI was designed specifically for this shift from intelligence to execution. Rather than layering AI on top of existing workflows, LinkAI serves as the intelligence engine embedded throughout the LinkSquares Platform. It combines specialized legal models, generative reasoning, and agentic orchestration to help organizations operationalize contract intelligence at scale.

With LinkAI's drafting, redlining, and legal research capabilities, purpose-built agents that understand your contracts, apply your standards, and improve over time are deployed on every agreement. LinkAI serves up relevant templates, redlines the agreement, and provides citations so you feel confident that the output is backed by relevant law.

But it doesn't stop the moment your counterparty signs on the dotted line. With LinkAI, your contract corpus is transformed into a living system of insight and action, with context understood, obligations surfaced, and key dates tracked, enabling users to act on that information instantly.

Manage intake and triage depending on the complexity of the agreement. Deploy workflows that coordinate tasks across teams instantly. Standardize how contracts are created and negotiated. Get visibility into performance, risk, and activity for a complete picture into business performance.

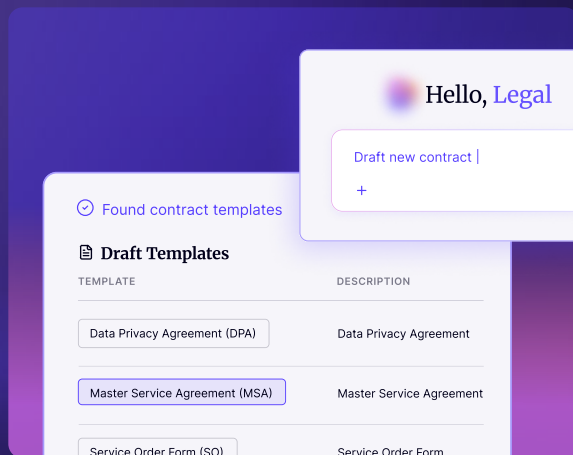
Teams don't just work solely within CLM, and agentic CLM shouldn't either. With deep integrations with CRM platforms like Salesforce, messaging tools like Slack, and core legal tools like Microsoft Word, LinkAI doesn't stop working for you the moment you leave the LinkSquares Platform. It operates in the flow of business.



# How LinkSquares Bridges the Gap

The LinkSquares Platform is designed to move organizations from a static system of record to a dynamic system of execution. Built from the ground up on an AI-native architecture and powered by LinkAI, The LinkSquares platform helps organizations move faster while maintaining control.

Here's how:



**Automatically drafts, redlines and applies clause libraries and playbooks** with LinkSquares' AI Legal Assistant, reducing hours of legal work to minutes while maintaining full control.



**Turns contract insights into action** by triggering workflows, tracking obligations and keeping work moving from intake through renewals in one connected system.



**Eliminates bottlenecks with self-service and guardrails** by automating intake, routing and approvals through LinkSquares' Legal Front Door.



**Moves quickly with confidence using trusted AI** built on structured data, with citation-backed insights, governance and full transparency for high-stakes work.

Businesses are moving faster than ever. Legal is being asked to do more, often with less. Legal AI today surfaces answers, but doesn't free up time and resources.

LinkSquares is changing that. And LinkAI is at the heart of the transformation.

With the LinkSquares Platform, legal teams can unlock new levels of efficiency, insight, and strategic impact without sacrificing control or accuracy.

Ready to transform your business with agentic CLM?

**Contact LinkSquares today!**

**Get Your Free Demo**