



4C LEGAL ENTERPRISE

Presentation

Who we are



4cLegal is a company specialised in providing digital and consultancy solutions aimed at optimising the management of professional engagements.

The core of 4cLegal services is the **beauty contest register and procedures platform ("4cLegal Enterprise")**, i.e. a web-based platform that allows customers - as highlighted in the following slides - to (i) create a **digital panel of professionals (e.g. lawyers, accountants, labour consultants, notaries, IP consultants, auditors)** via a structured accreditation process ("due diligence"), (ii) carry out **comparative procedures for the assignment of legal and advisory matters** ("digital beauty contest"), (iii) map the **assigned mandates** and (iv) build a **rating** of professionals for internal use.

4cLegal Enterprise is available in five languages and is used by leading companies to manage panels of professionals internationally. It is easily **integrated** with the tools already adopted by the company through web services (**rest API**).

4cLegal is a qualified **AgID** operator. The "digital beauty contest" designed by 4cLegal is also certified as **an anti-corruption safeguard**.

In general, 4cLegal's solutions integrate best practice in terms of assigning matters, therefore generate **value** in terms of the '**sustainability**' of corporate governance.

Our experience in the selection processes of professionals



Relevant areas of application

The 4cLegal Enterprise application makes it easier for large national and/or international groups to organise the selection processes of professionals in a **simple, efficient and transparent** way, making the most of their **real skills** and following a **fully "sustainable" governance practice**. In particular, through our platform, companies can organise their selection procedures in the following areas:

- legal and tax services
- corporate secretarial services
- IP services
- auditing activities
- the creation of audit bodies (board of statutory auditors)
- to the creation of supervisory bodies

Objective and documented custody choices

The 4cLegal Enterprise platform allows you to create a **carefully profiled and constantly updated database of professionals at both a national and an international level**. The database can include trusted and known professionals but also new professionals who, provided they meet the requirements in force from time to time, may go through the accreditation process in view of future projects. The use of 4cLegal Enterprise offers a choice made on **objective and traceable factors** (experience and skills mapped to the system, territorial presence, internal performance rating, requirements under ad hoc "inclusion" policies) and, where necessary, to carry out **beauty contest procedures that make it possible** to pinpoint the **effective market cost for specific services**.

Our experience in the selection processes of professionals



Compliance with market best practice and "sustainability"

4cLegal Enterprise is built around two pillars of good governance in the field of professional engagements:

- ❑ due diligence, which is carried out for all professionals during the panel accreditation phase (acquisition of information and documents, self-declarations, etc.) and then updated by 4cLegal;
- ❑ a competitive comparison, via the aforementioned digital beauty contests.

This approach achieves a "**sustainable governance**" practice, which is also referred to in clients' sustainability reports (for example [Duferco](#) and [IBSA Farmaceutici](#)).

In addition, in June 2021, a service for **mapping and certifying the sustainability of professional firms** was validated. In practice, 4cLegal "certifies" the extent to which professional firms meet specific sustainability elements in the **ESG** field: this means that companies and entities can assign their projects relying on credible information regarding the sustainability of professionals (which are in effect part of the supply chain) and professionals can promote themselves on the market by positioning themselves on issues that are of key importance.

Achieving savings

From another perspective, companies have a specific focus on the **prudent management of budgets** for professional services: rather than promoting an indiscriminate saving, it is instead a question of **identifying the effective market cost** of specific professional services – thanks to the aforementioned beauty contest procedures - therefore using an approach of determining professional fees with **qualified information on market options**. This - without impacting the quality of legal services – can lead to **important savings** (according to our data ranging from 10% to 30%).

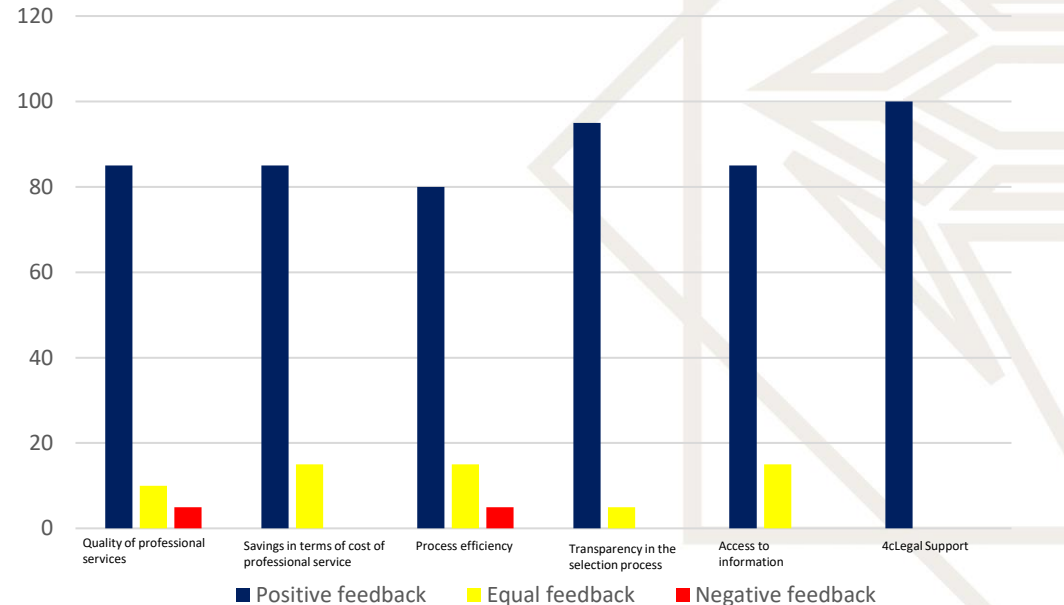
4cLegal Project Survey



4cLegal has launched a survey – completed on 30 December 2020 and updated in the first two months of 2021 – using its network companies to gauge the degree of satisfaction after starting projects managed using 4cLegal platforms. The data collected demonstrates the extent of satisfaction of the companies that have adopted our solutions

Legend:

- **Quality of professional service:** refers to the service provided by the professional appointed using the 4cLegal platform selection process
- **Savings in the cost of professional service:** refers to the fees agreed with the professional at the end of the selection process on the 4cLegal platform
- **Process efficiency:** refers to the simplicity and speed of how the professional selection process was managed via the 4cLegal platform
- **Transparency in the selection process:** refers to the selection and assignment methods for professional engagements via the 4cLegal platform
- **Access to information:** refers to the simplicity and accuracy of the information found on the 4cLegal platform
- **4cLegal support:** refers to the assistance received by the team specialized in managing the adoption process of our platform



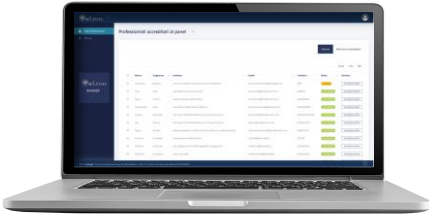


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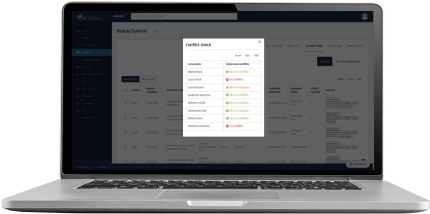
Our Platform

The Platform for the 'sustainable' management of professional services

The six modules of the Legal & Sustainable Procurement Suite



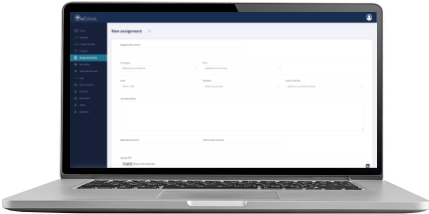
Professionals Panel



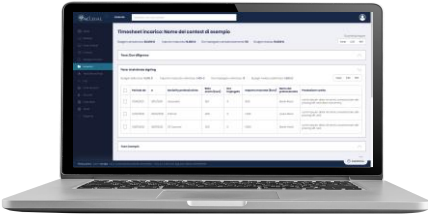
Conflict-check



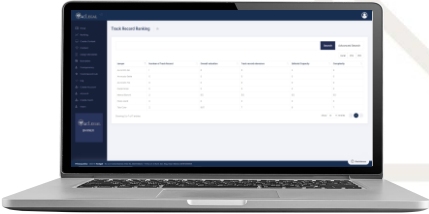
Beauty contest



Assignment mandates



Time-sheet

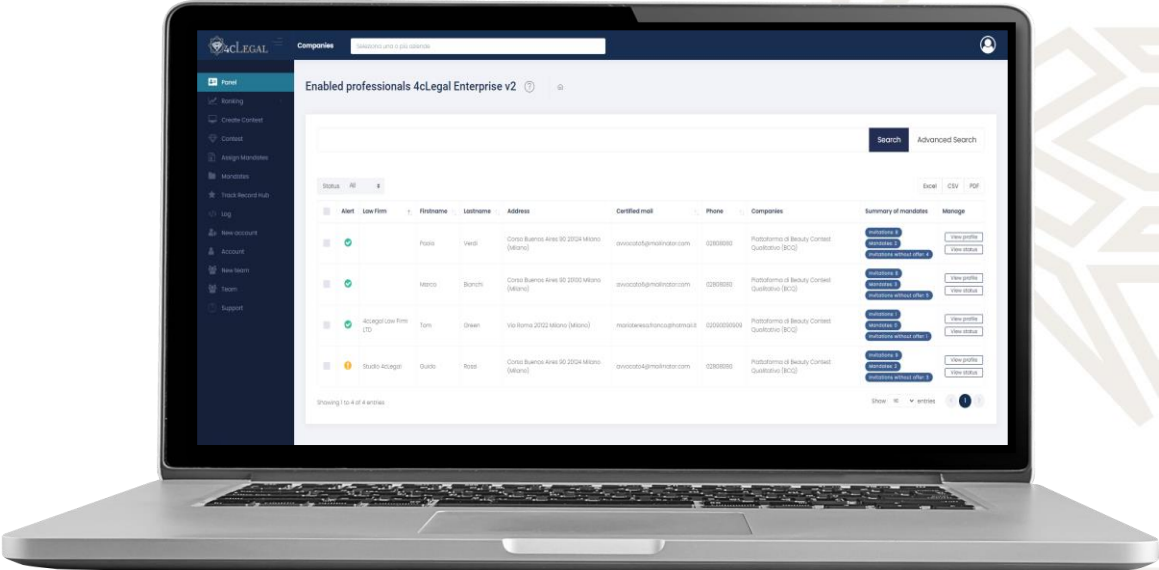


Performance ratings

Panel (1/3)

Professionals access the platform and enter information and documents, sign the customer's policies, issue statements and describe their expertise in areas that they request to be accredited for (it is possible to activate a procedure for confirming the accuracy and satisfaction from the customers involved in those previous matters – so-called '**track record validated**').

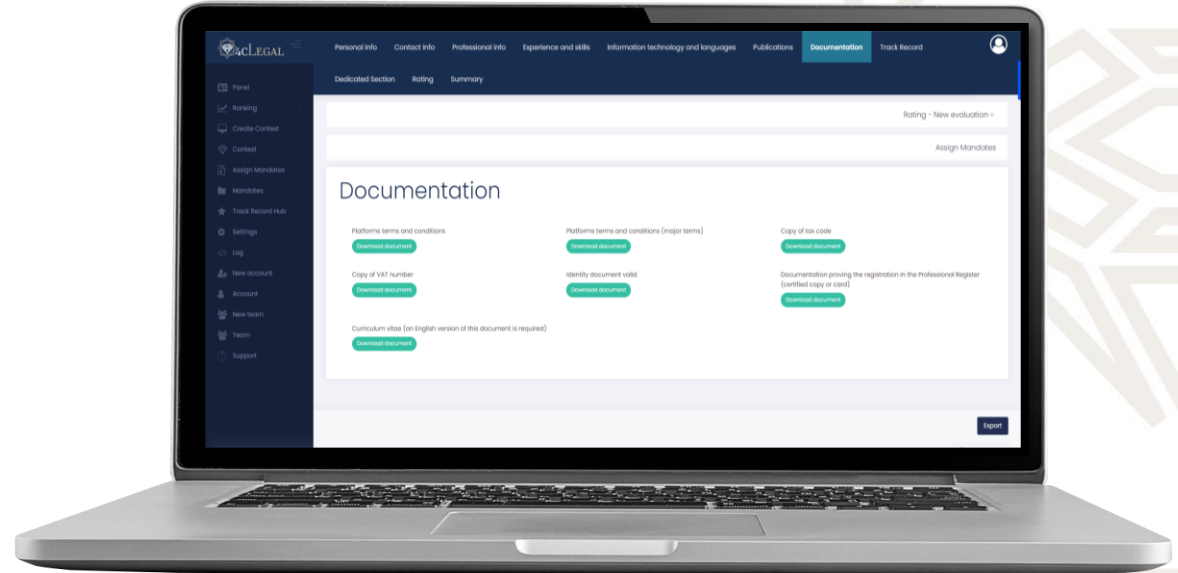
The customer accepts or rejects the requests at their discretion.



The qualification and due diligence process requires each professional to upload a range of information and multiple documents (over 70), which allows customers to analytically profile its professionals. 4cLegal is responsible for verifying and updating this information, as a qualifying part of its legal procurement process governance service.

The information acquired and maintained includes:

- personal data (name, surname, membership of associated studios, location, contact details, website, etc.)
- Experiences and skills (matters, postgraduate studies, teaching, publications, language skills, IT skills, membership of bodies and/or associations, references, etc.)
- Qualification documentation (identity document, copy of tax code, copy of VAT certificate, copy of Bar membership card, copy of Professional Insurance Policy and relevant payments, CV, ESG policy, etc.)

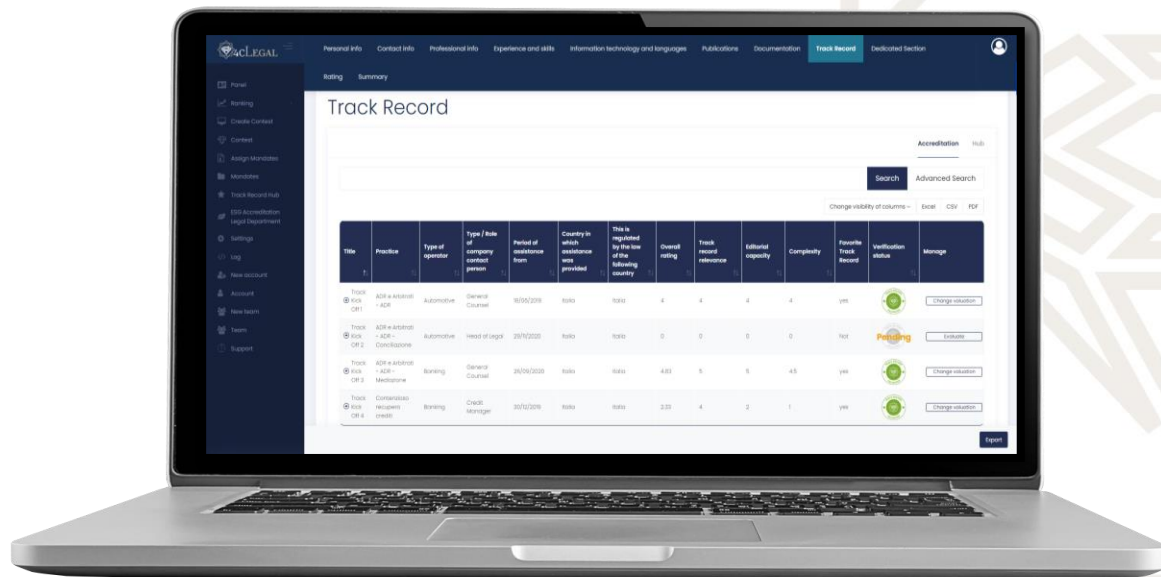


The procedure for confirming the track record - «so-called validated track record "- provides for the inclusion, by each professional invited to be accredited to the Client's Panel, of the following information relating to previously performed tasks:

- matter description of the assignment performed
- industry to which the assisted company belongs
- indication of the position / role of the company contact involved in the assignment
- period in which professional assistance was provided
- country where professional assistance was provided
- governing law of the case

The professional, through a digital procedure, shares the information entered with the assisted company contact. If the company contact involved in the assignment confirms the truthfulness of the information shared and his satisfaction, the track record of the professional gets the 4cLegal quality badge.

N.B: 4cLegal reserves the right to carry out sample checks on customers who have validated the track record in order to ensure the correct obtainment of the quality badge



Conflict-check

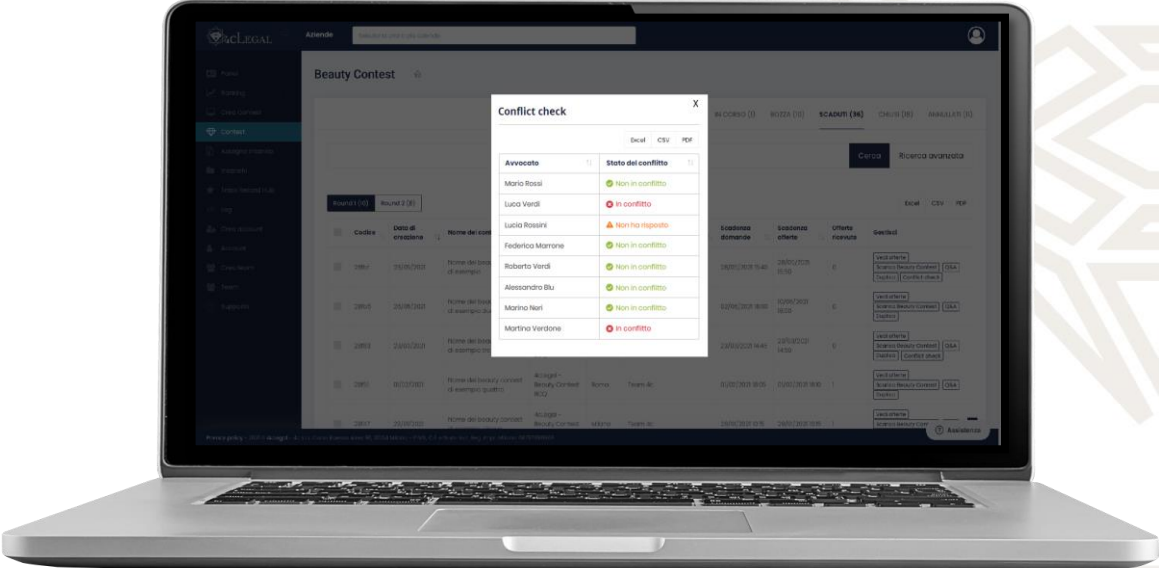


The "conflict-check" function provides customers with a transparent and tracked system for ruling out any conflict of interest with external lawyers before inviting them to a beauty contest.

The module can be activated at the request of the project team before starting a beauty contest.

Through the new form, the Customer may request the external lawyers to confirm the absence of a conflict of interest in relation to a specific matter and the parties involved.

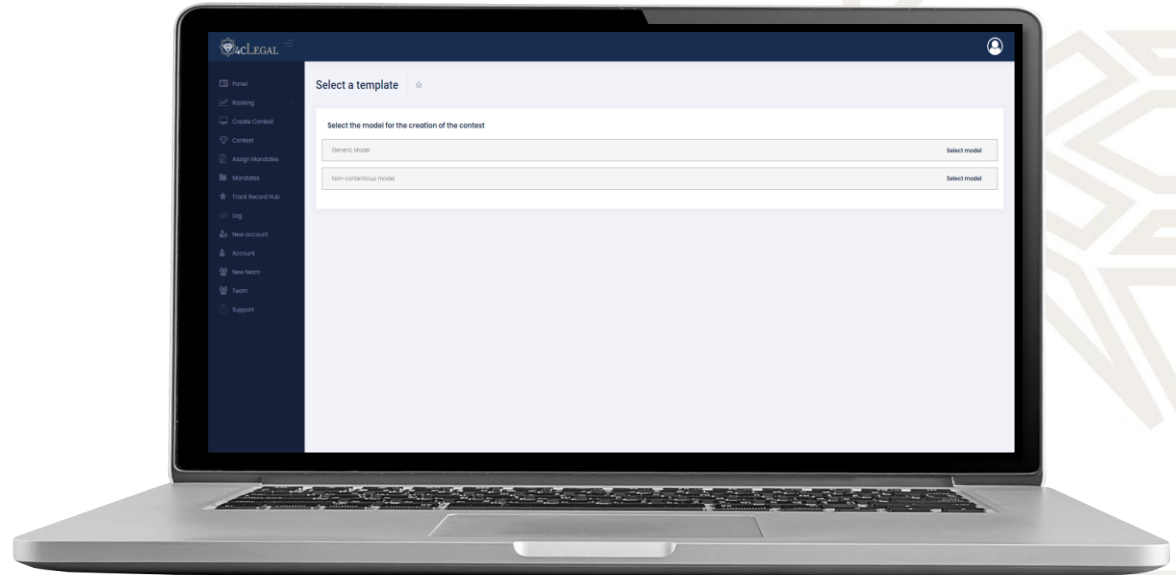
The new feature efficiently confirms the absence of a conflict of interest and keeps the results stored in a single location, namely the 4cLegal Enterprise platform, used to manage each customer's legal procurement



Digital beauty contest (1/2)

When useful, the customer can carry out a digital beauty contest using the professionals selected from time to time within their panel.

This selection procedure effectively implements the principles of **"good governance"** (**transparency, traceability and competition**), which are held as key in the effective prevention of corruption and is relevant for the purposes of Legislative Decree 254/2016 provisions on non-financial statements on business partners.



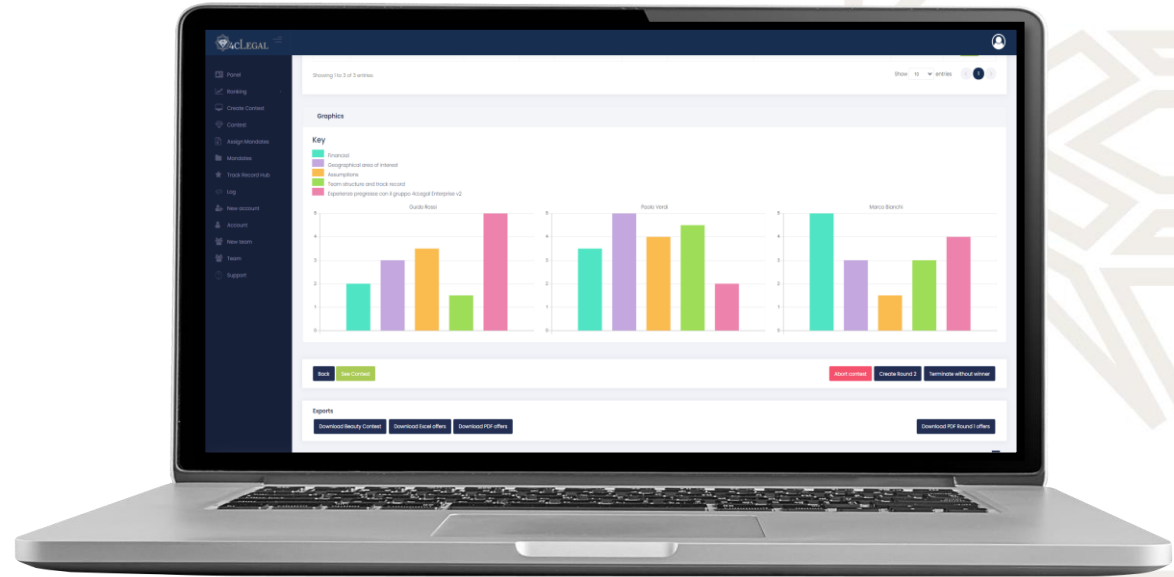
Digital beauty contest (2/2)

Using the outcome of the digital beauty contest, the customer is able to independently evaluate the offers received from the professionals involved. If deemed useful, customers may also evaluate individual "RFP" items (pricing, teams, track record in the area contemplated by the beauty contest, previous expertise with the company and geographical coverage) applying the evaluation criteria deemed most satisfactory.

Summary files in PDF and Excel are available for each digital beauty contest.

In required, customers may also start a second round by asking the professionals involved to optimise the information they hold is most relevant.

At the end of the selection process, the customer will be able to send messages to the individual participants informing them of the outcome of the beauty contest.



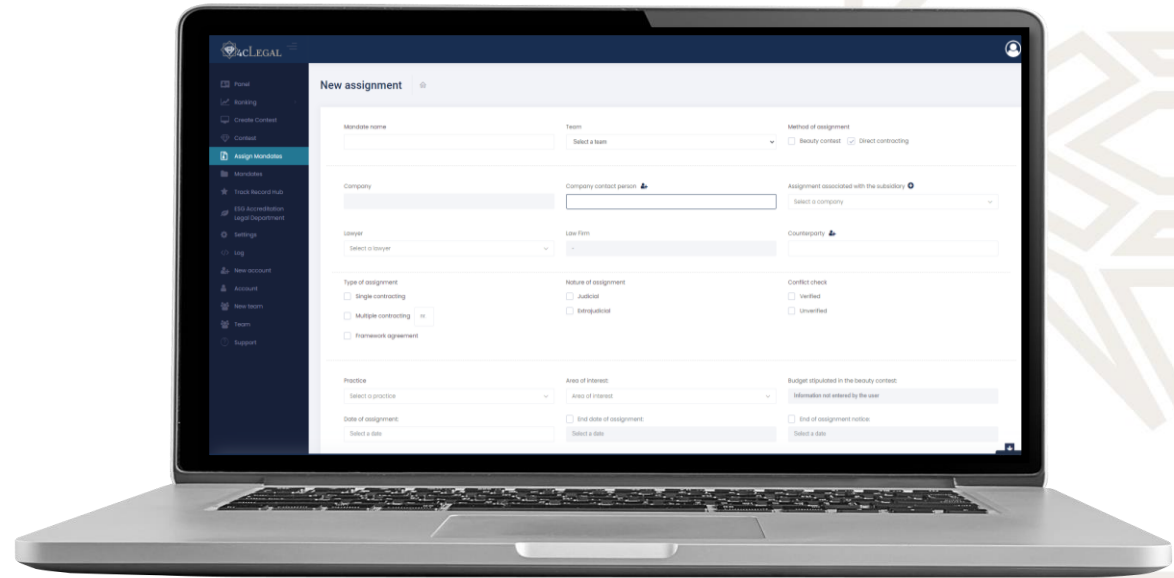
Legal assignment

The customer keeps track of the assignment of each professional assignment by mapping the following information:

- Mandate name
- Method of assignment (direct - beauty contest)
- Company contact person
- Law firm and lawyer
- Counterpart
- Nature of the assignment (judicial - extrajudicial)
- Practice
- Type of assignment (single, multiple, framework agreement)
- Geographic area
- Conflict check
- Date of assignment
- End date of assignment (if possible)

Through the function it is also possible to exchange documents with the foster professional and request their signature:

- Engagement letter
- Additional documents
- Other information



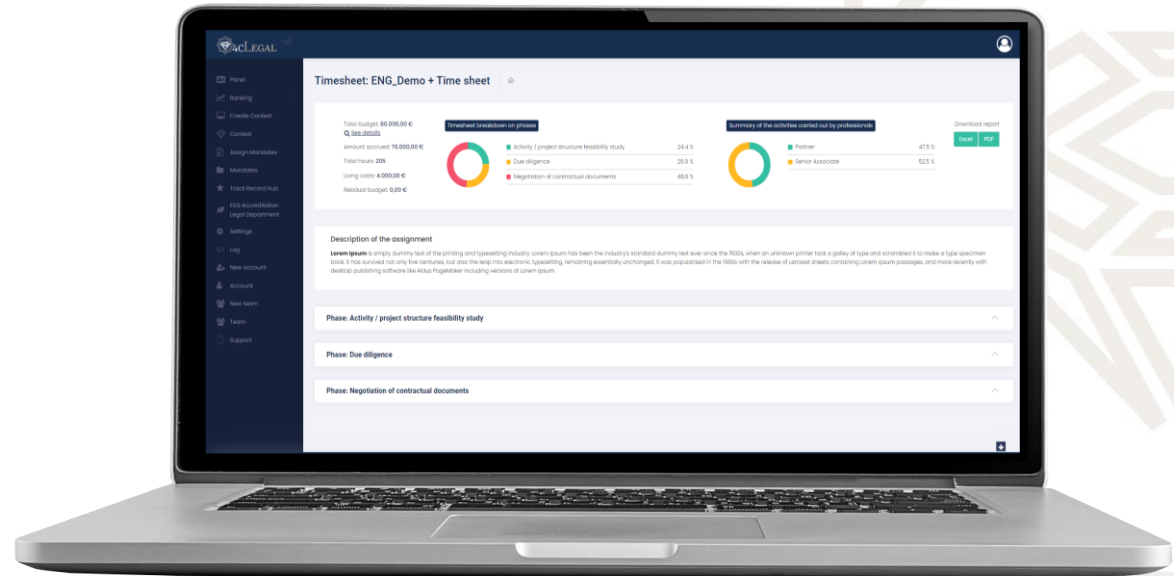
Using the time-sheet form, customers can keep track of the individual activities carried out by the professionals in relation to a specific matter.

The feature allows the mapping of the following data for each task:

- total budget
- the amount recorded by the professional
- the total hours recorded by the professionals on the matter and the remaining budget.

For each individual phase of a matter, the following information is mapped for each activity carried out by professionals:

- when the individual activity was carried out
- the seniority of the professional and hourly rate
- hours recorded
- accrued amount per single activity (calculated automatically – rate x number of hours)
- name of the professional
- a description of the service performed



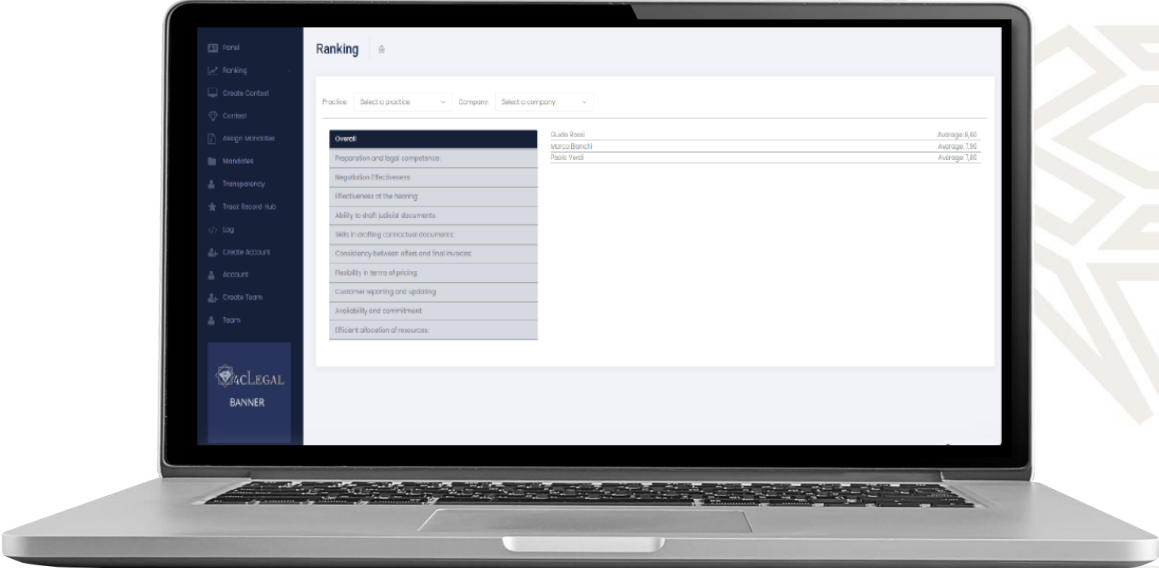
Performance ratings



The client evaluates the performance of professionals in relation to the tasks performed by assigning scores and generating their own internal rating.

The performance evaluation KPIs are completely customizable by the customer.

The information relating to the performance rating can be valued in the beauty contest thus allowing the Client to select the best professionals of his panel in relation to a specific case.



International network

With the 4cLegal Enterprise solution, you can connect with qualified professionals in **over 55 countries** around the world.

Please see below a full list of the countries, which is regularly revised:

Argentina, Austria, Australia, Azerbaijan, Belgium, Brazil, Bulgaria, Chile, China, Colombia, Croatia, Denmark, Egypt, United Arab Emirates, Estonia, France, Germany, Ghana, Japan, Greece, Hong Kong, India, Italy, Ireland , Israel, Kazakhstan, Latvia, Lithuania, Luxembourg, Malaysia, Morocco, Malta, Nigeria, Norway, Holland, Poland, Portugal, Qatar, Czech Republic, Romania, Russia, Slovakia, Singapore, Spain, South Africa, Sweden, Switzerland, Taiwan , Turkey, USA, Ukraine, Hungary, Uzbekistan, Vietnam, UK.

Thanks to the 4cLegal Enterprise solution, our consultants will be able to support you in scouting worldwide.

On the platform we have **11,500 professionals** who have entered information relating to their professional expertise sharing over **45,000 track records**.



International network

Some accredited law firms in the 4cLegal Enterprise platform



EVERSHEDS
SUTHERLAND



大成 DENTONS



NORTON ROSE FULBRIGHT



ashurst



SHEARMAN & STERLING LLP



CLYDE & CO

Pricewaterhouse
COOPERS & LYONDELL
ATTORNEYS AT LAW

Gleiss Lutz

WATSON FARLEY
&
WILLIAMS

Deloitte.
Legal

Baker
McKenzie.

ALLEN & OVERY



CLIFFORD
CHANCE

SQUIRE
PATTON BOGGS

Luther.

Bird & Bird

CLEARY GOTTLIB

Rödl & Partner

ANDERSEN TAX
& LEGAL

Linklaters

JONES
DAY

C/M/S/
Law, Tax

Hogan
Lovells

be

BonelliErede
with LOMBARDI

Legance
AVVOCATI ASSOCIATI

GIANNI
ORIGONI &



K&L GATES

URÍA
MENÉNDEZ

CURTIS

BÄR
& KARRER

Powell
&
Gilbert

CHIOMENTI



astura
AVOCATS À LA COUR



Pekin & Bayar
Law Firm

CARNELUTTI
LAW FIRM

MERCANTI E ASSOCIATI



schonherr
ATTORNEYS AT LAW

SAVORIĆ & PARTNERS
ATTORNEYS AT LAW



AJA
AVOCATS
RÉSEAU

BEZEN & PARTNERS

Benefits of the 4cLegal Enterprise platform and 4cLegal support



1

Analytical and updated **due diligence** on external professionals, in full compliance with international corruption prevention standards (ISO 37001:2016, sect. A 10 on "due diligence") and in line with the provisions of Legislative Decree 254/2016

2

Digital beauty contests, in full compliance with international corruption prevention standards (ISO 37001:2016, sect. A. 12 on "non-financial controls" on "business partners") and in line with the provisions of Legislative Decree 254/2016. The structural adoption of this kind of beauty contest offers significant benefits in terms of **savings**

3

Complete information on the professionals of the company panel: personal and contact data, skills, expertise, prior matters. Easy identification of profiles of interest with searches using qualitative and quantitative "filters". Extracts in Excel and PDF, data transmission to management already in use. Basis for strategic choices (e.g. prior accreditation of professionals in uncovered areas).

4

Complete information on assigned matters: qualitative and cost elements relating to each matter, terms and conditions of matters assigned directly and via a digital beauty contest, performance rating. Extracts in Excel and PDF, data transmission to management already in use. Basis for strategic choices (e.g. saving policies or increasing the quality of professional service).

5

Specialist support: professional scouting at national and international level, customer support in defining accreditation requirements and in the organisation of beauty contests, support for professionals with the accreditation procedure.

Cyber security is included by default in our platform proposal. Cyberattacks are constantly growing and evolving. This kind of threat led us to address security challenges by raising the level of protection in order to keep the system and data safe.



MFA. Secure two-factor authentication method.



SSO. Single-sign-on authentication method



Alarm. Sending notifications by email or SMS in the presence of anomalous or suspicious access by users



VA-PT. Security is verified via a Vulnerability Assessment and Penetration Test



Our customers



A snapshot of customers that have chosen 4cLegal





4CLEGAL

THANK YOU FOR YOUR ATTENTION

4c s.r.l.

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