Corbel's contracts out of the inbox and signed in ~~23~~ 4 days.

Master subscription agreement CL-2611-CB, Draft 3 for signature. Prepared November 2, 2026 for Helena, Marcus, Anjali, Rafael and the three regional Sales VPs. Open until December 11, 2026.

A three-year agreement from Clauseline for 1,900 people across Legal, Procurement and Sales in 31 countries. We drafted it as the contract itself. Our proposed changes are tracked in red for you to accept or reject, and every number on the page follows what you decide.

Review the six changes →

Download PDF

NB **Nora Bexley** Replaced 23 with 4

23 days is how long the Merriton packaging agreement took in September. 4 is the same agreement routed in Clauseline. Section 3 follows it day by day.

HW **Helena Ward** General Counsel, Corbel

If it reads like a contract, my team will read every word of it.

Clauseline, Inc.	Corbel Brands	$1,838,060	1,900 people
Boston, Massachusetts. Contract lifecycle software.	Household goods, 31 countries, about 14,000 contracts a year.	Over 36 months from January 4, 2027.	Legal, then Procurement, then Sales region by region.

What both sides agree is true today.

Section 1, Recitals. Corbel's own figures, from the September discovery calls and the August contract audit.

WHEREAS Corbel signs about 14,000 contracts a year across 31 countries, and most of them live in somebody's inbox.

WHEREAS A supplier agreement takes 23 days from request to signature and passes through 11 email threads on the way.

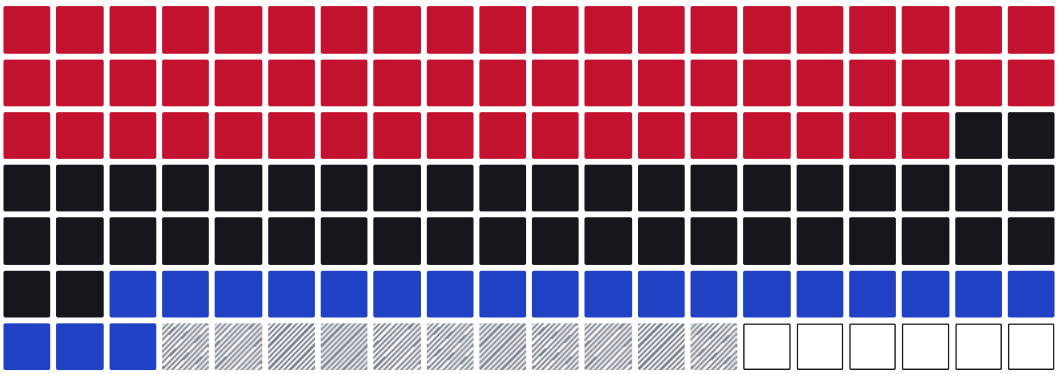
WHEREAS 318 contracts renewed themselves last year before anyone read them, worth $11.4 million in spend.

WHEREAS Legal, Procurement and Sales each keep their own tracker, so nobody can say in one search what Corbel has signed with a given supplier.

NOW, THEREFORE *the parties agree to the terms that follow.*

Where a year of Corbel contracts is kept today.

Each square is 100 contracts. Tap a place to find its share.



Email inboxes	Shared drives	Team spreadsheets	Paper and scans	An old matter tool
5,800	4,400	2,100	1,100	600
41 percent	31 percent	15 percent	8 percent	4 percent

Accept the scope one change at a time.

Section 2, Scope of service. One base clause and six tracked changes from Clauseline.

Clause 2.1 is the base, Legal on its own. Every change after it is ours to propose and yours to decide. Reject one and the clause numbers, the price, the rollout dates and the term below all redraw.

Accept all changes Or accept and reject them one by one in the margin.

Agreement total	People live	Last wave live	Per contract
$1,838,060	1,900	Jan 17, 2028	$43.76

2. Scope of service

Clauseline provides the following to Corbel Brands for the term.

2.1 **Platform for Legal.** Clauseline gives Corbel Legal one repository for every contract, its templates and fallback clauses, approval routes and signature, for 200 people in 31 countries. Wave 1, live Mar 29, 2027.

2.2 **Procurement.** Supplier intake, onboarding and approval routes for 500 people, connected to SAP Ariba. Wave 2, live Jun 28, 2027.

(a) one intake form for every new supplier; (b) approval routes set by spend band; (c) renewal alerts sent to the category owner.

NB Nora Bexley Inserted

Adds Procurement, 500 people. Every supplier agreement runs through the route in Section 4.

Adds $415,000 ✓ Accept ✕ Reject

2.3 **Sales, Americas.** The deal desk connected to Salesforce for 400 people in nine countries. Wave 3, live Aug 30, 2027.

(a) quotes become contracts inside Salesforce; (b) retailer templates in English, Spanish and Portuguese; (c) a deal desk view for Dana.

NB Nora Bexley Inserted

Adds the Americas deal desk, 400 people, Dana's region.

Adds $356,780 ✓ Accept ✕ Reject

2.4 **Sales, Europe, Middle East and Africa.** The same deal desk for 400 people in 16 countries. Wave 4, live Nov 1, 2027.

(a) templates in eleven languages; (b) works council review built into the route; (c) contracts stored in Frankfurt and London.

NB Nora Bexley Inserted

Adds the EMEA deal desk, 400 people, Jonas's region.

Adds $337,040 ✓ Accept ✕ Reject

2.5 **Sales, Asia Pacific.** The same deal desk for 400 people in six countries. Wave 5, live Jan 17, 2028.

(a) retailer templates for Japan and Australia; (b) a Singapore data region; (c) the same deal desk view as the Americas.

NB Nora Bexley Inserted

Adds the Asia Pacific deal desk, 400 people, Keiko's region.

Adds $281,240 ✓ Accept ✕ Reject

2.6 **Clause review.** Every supplier's paper is read against Corbel's playbook on arrival, and each clause outside it is marked before a lawyer opens the file.

(a) runs on Corbel's own playbook, never on other customers' contracts; (b) every mark shows the clause it came from.

NB Nora Bexley Inserted

Lawyers start at the three clauses that matter, not page one.

Adds $116,100 ✓ Accept ✕ Reject

2.7 **Premium support.** A named success manager and a four-hour response, day or night, for all 36 months.

(a) one named success manager for the term; (b) quarterly reviews with Helena's team; (c) upgrades scheduled around your quarter end.

NB Nora Bexley Inserted

A named person who knows Corbel, and an answer within four hours anywhere in the world.

Adds $84,000 ✓ Accept ✕ Reject

3. Term and price

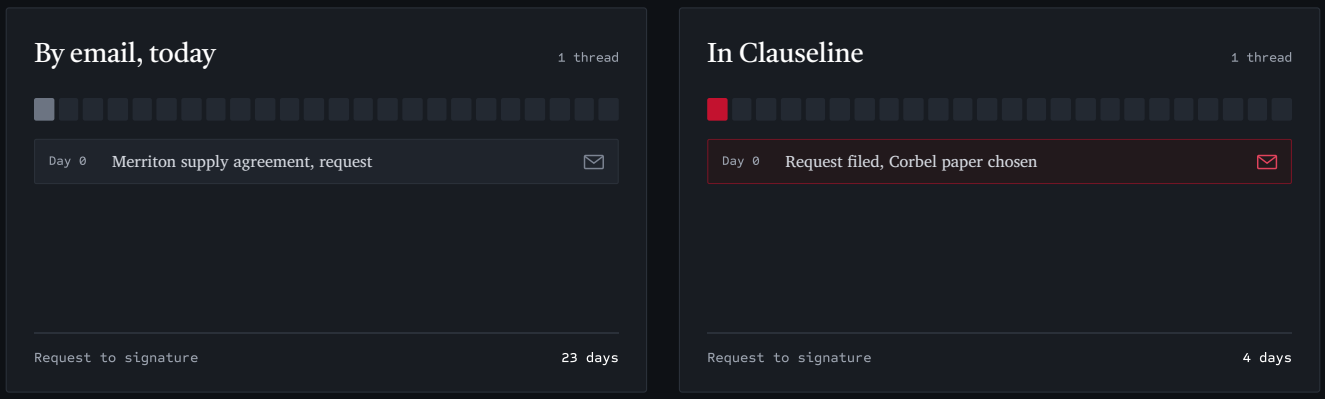
3.1 This agreement runs 36 months from January 4, 2027. Clauseline brings **1,900 people** live in five waves, the last on January 17, 2028. Corbel pays **$1,838,060** in all, as set out in Schedule B.

One supplier agreement, 23 days, 11 email threads.

Section 3. The Merriton packaging agreement from September, followed from request to signature. Scroll to move through the days.

0

days since the request



Day 0. Rafael’s category manager asks Merriton for a two-year packaging agreement. In both columns it starts the same way.

Rearrange the route and watch the days fall.

Section 4. The Merriton agreement, $2.4 million over two years, and the six people who approve it.

Today each approver waits for the one before, by email. Clauseline sends the file to everyone who can look at once. Drag an approver beside another, or use the buttons on each card. Corbel's policy still holds, so the CFO signs after Finance.

In Clauseline	By email today	Hand-offs
8 days	~~23~~ days	6

Step 1
Category manager
Procurement
1 day
Alongside

Step 2
Legal counsel
Legal
2 days
Alongside

Step 3
Data privacy
Legal
1 day
Alongside

Step 4
Finance controller
Finance
1 day
Alongside

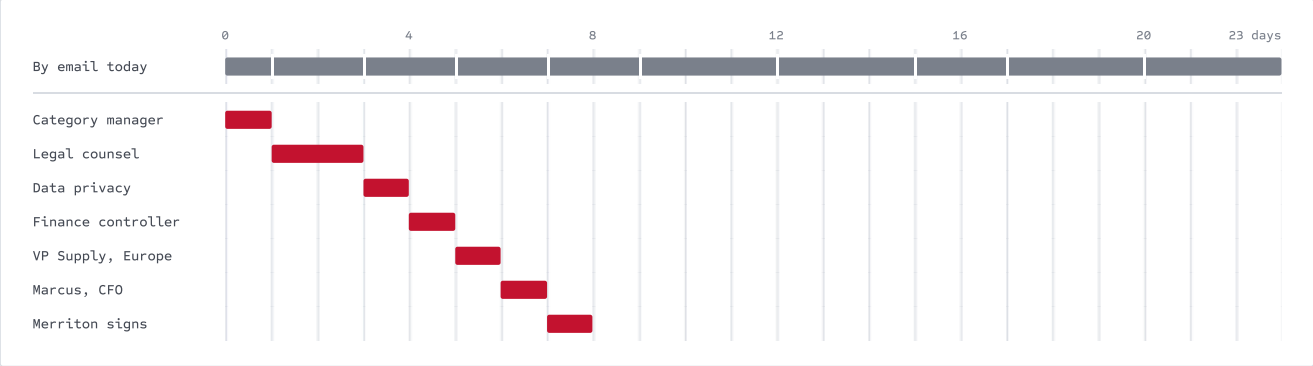
Step 5
VP Supply, Europe
Operations
1 day
Alongside

Step 6
Marcus, CFO
Over $1 million
1 day
Alongside

Last
Merriton signs
Supplier
1 day

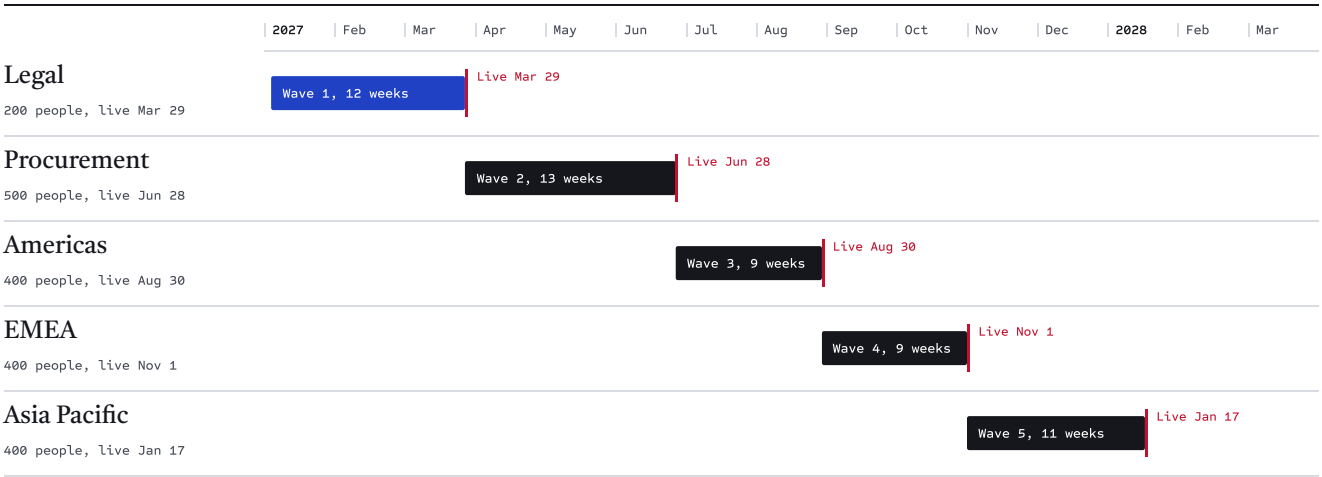
Show the fastest route | Start again

One approver at a time, the order Corbel uses today. Already 15 days faster without email between them.



Legal first, then Procurement, then Sales one region at a time.

Section 5, Schedule C. Work starts January 4, 2027. Dates move when you accept or reject a wave in Section 2.



Legal

Wave 1, live Mar 29, 2027

Templates and fallback clauses rebuilt with Helena’s team. 45,000 legacy contracts moved in. Shared drives go read only.

Procurement

Wave 2, live Jun 28, 2027

Supplier intake, the Ariba connection, and approval routes for every spend band. Rafael’s buyers trained in their own categories.

Americas

Wave 3, live Aug 30, 2027

Deal desk and Salesforce for nine countries. Dana’s team first, because Salesforce is already clean there.

EMEA

Wave 4, live Nov 1, 2027

Sixteen countries and eleven languages of templates. Jonas’s works councils briefed in Wave 1.

Asia Pacific

Wave 5, live Jan 17, 2028

Six countries, Keiko’s retailer templates, and a Singapore data region from day one.

Five comment threads, each one resolved.

Section 6. The question each signer asked us in September, anchored to the clause that answers it.

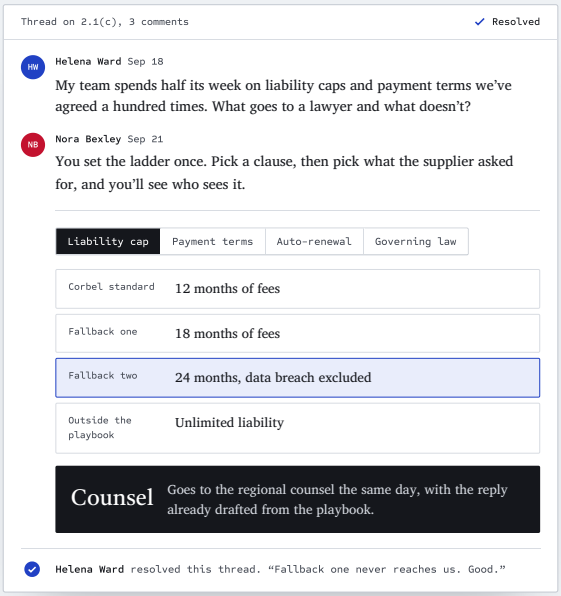
Who decides when a supplier pushes back?	What renews behind our back?	Where does our data live?	How fast is a supplier ready?	Does the deal desk get faster?
Helena, General Counsel	Marcus, CFO	Anjali, CIO	Rafael, Procurement	Sales VPs, three regions

Who decides when a supplier pushes back on our paper?

HW Helena Ward, General Counsel

Clause 2.1(c)

Clauseline holds Corbel's playbook of standard clauses and approved fallback positions, and routes any clause outside it to the person Corbel names.





What renews behind our back, and what does each contract cost us?

MO Marcus Oyelaran, Chief Financial Officer

Clause 2.1(e)

Clauseline reads the renewal and notice terms of every contract and alerts its owner before the notice date passes.

Where does our data live, and what do we have to connect?

AR Anjali Rao, Chief Information Officer

Clause 4.2

Corbel's contracts are stored in the region where they were signed, and sign-in runs through Corbel's own single sign-on.

Thread on 4.2, 3 comments — Resolved

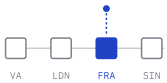
AR **Anjali Rao** Sep 20

Works councils in Germany and our Brazil team will both ask where their contracts sit. And I won't take another password.

NB **Nora Bexley** Sep 23

Pick a country. Below it is every connection, with the wave it goes live in from Schedule C.

United States | Canada | Mexico | Brazil | United Kingdom | Germany | France | Poland | South Africa | Japan | Australia | Singapore



Frankfurt

Contracts signed in Germany are stored in Frankfurt and backed up in Dublin. Never leaves the EU, clause review included.

Okta single sign-on, every user	Wave 1, Mar 2027
SharePoint and shared drives, read in then frozen	Wave 1, Mar 2027
Workday, so routes know who reports to whom	Wave 1, Mar 2027
SAP Ariba, suppliers and purchase orders	Wave 2, Jun 2027
Salesforce, Americas deal desk	Wave 3, Aug 2027
Salesforce, EMEA deal desk	Wave 4, Nov 2027
Salesforce, Asia Pacific deal desk	Wave 5, Jan 2028

Anjali Rao resolved this thread. "Okta in week one, no exceptions. Agreed."

Thread on 2.2, 3 comments — Resolved

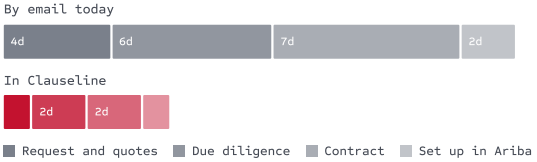
RM **Rafael Medina** Sep 18

A new packaging supplier takes us 19 days before we can raise a purchase order. Where do the days go?

NB **Nora Bexley** Sep 24

Your four steps, timed from your own September sample. Grey is today, red is Clauseline. Pick a supplier type.

Packaging | Raw materials | Logistics | Marketing services



Rafael Medina resolved this thread. "Due diligence was the one I didn't expect."

How fast is a new supplier ready to ship to us?

RM Rafael Medina, Chief Procurement Officer

Clause 2.2

Procurement joins with supplier intake, onboarding and approval routes, connected to SAP Ariba.

Will the deal desk close more inside the quarter?

3 Dana, Jonas and Keiko, Regional Sales VPs

Clauses 2.3 to 2.5

Each Sales region joins with the deal desk connected to Salesforce, in its own wave.

Thread on Sales, 4 comments ✓ Resolved

KT **Keiko Tanabe** Sep 25

In Asia Pacific a retailer contract takes 18 days. Anything that arrives in the last two weeks of a quarter slips into the next one.

NB **Nora Bexley** Sep 26

Pick your region and set how many deals arrive in the last two weeks. We assume they arrive evenly across those 14 days.



Dana's team goes live August 30, 2027. The first full quarter on Clauseline starts the quarter after.

Dana Whitfield resolved this thread for all three regions. "Americas first suits us."

The fee schedule, priced to the dollar.

Section 7, Schedule B. All fees in US dollars over 36 months. Seat prices hold for the full term.

Platform seats per person per year

Full users Draft, negotiate and sign. Legal counsel, buyers and the deal desk.	645 at $520	$1,006,200	
Approvers Review and approve inside a route, from email or a phone.	410 at $150	$184,500	
Viewers Search and read signed contracts. Finance, operations, regional leads.	845 at $36	$91,260	

Implementation one fee per wave

Legal Templates, fallback clauses and approval routes rebuilt with Helena's team. Shared drives go read only. The base. Every other line builds on it.	12 weeks	$64,000	
Procurement Supplier intake, the Ariba connection and routes for every spend band. Without it, supplier agreements stay in email.	13 weeks	$52,000	
Sales, Americas Deal desk set up, Salesforce connected, regional templates in local languages. Without it, Americas deals stay in email.	9 weeks	$38,000	
Sales, Europe, Middle East and Africa Deal desk set up, Salesforce connected, regional templates in local languages. Without it, EMEA keeps its tracker.	9 weeks	$38,000	
Sales, Asia Pacific Deal desk set up, Salesforce connected, regional templates in local languages. Without it, Asia Pacific joins in 2028 instead.	9 weeks	$38,000	

Migration legacy contracts, by the thousand

Legacy contracts moved in Each one read, tagged with parties, dates and renewal terms, then checked by a person. $2,800 a thousand. Fewer moved means more left on the shared drives.	45,000 contracts	$126,000	− 45k +

Add-ons

Clause review Supplier paper marked against the playbook on arrival. $5 per full user a month. Without it, lawyers read supplier paper from page one.	645 full users	$116,100	
Premium support Named success manager, four-hour response around the clock. $28,000 a year. Without it, next-day answers in business hours.	36 months	$84,000	

Agreement total, 36 months

$1,838,060

1,900 people, five waves, last live January 17, 2028.

When Corbel pays

Dec 11, 2026	$494,020	Year 1 subscription
Mar 29, 2027	$190,000	Legal implementation and migration
Jun 28, 2027	$52,000	Procurement implementation
Aug 30, 2027	$38,000	Americas implementation
Nov 1, 2027	$38,000	EMEA implementation
Jan 4, 2028	$494,020	Year 2 subscription
Jan 17, 2028	$38,000	Asia Pacific implementation
Jan 4, 2029	$494,020	Year 3 subscription

We'd sign every line as drafted. If the number has to come down, reject Asia Pacific first. It's the smallest Sales team, it can join in 2028 at the same seat price, and nothing else in the plan moves.

Download PDF of this version

The terms in plain words.

Section 8. The full legal text follows as Schedule D. Where the two differ, this page is what we meant.

8.1

Thirty-six months, then your choice.

The term starts January 4, 2027. Nothing renews by itself. We ask you 120 days before the end, in writing.

8.2

Seat prices are fixed.

Add people at any point at the same price, charged for the months left. Any renewal increase is capped at **4 percent**.

8.3

Your contracts are yours.

Export everything, files and data, at any time in standard formats, and for 90 days after the term ends at no cost.

8.4

If we’re late, we pay.

If a wave goes live late because of us, its implementation fee drops by **10 percent a week**, up to half.

8.5

Liability matches Corbel’s own standard.

Twelve months of fees, and three times that for a breach of Corbel’s data. These are your positions from 2.1(c), so Helena reads nothing new.

8.6

Delaware law, New York courts.

The same as Corbel’s supplier standard.

Four things we haven’t settled yet.

Open comments. Each needs an answer before the kickoff on January 4.

NB Nora Bexley Open

Does Brazil’s legal team move with Legal in Wave 1, or with Sales Americas? We’ve planned Wave 1. Anjali’s residency answer is the same either way.

NB Nora Bexley Open

Your current e-signature license runs to June 2027. Switch at Wave 1, or let it run out and switch with Procurement?

NB Nora Bexley Open

Contracts signed before 2021 are outside the 45,000 we priced. Migrate them later, or keep them read only on the shared drives?

NB Nora Bexley Open

Who owns the playbook after go-live? We’d suggest one named lawyer per region, with Helena signing off changes.

Sign where Corbel signs.

Section 9, Execution. Signing here sends this exact version back to us. We countersign the order form within one working day.

In witness whereof, the parties have signed this agreement, as accepted and rejected above, on the dates below.

Clauseline, Inc.

Signed November 2, 2026



Name: Nora Bexley

Title: Chief Revenue Officer

Corbel Brands

Not yet signed

SIGN

Sign here with a finger or mouse

Name: Marcus Oyelaran

Title: Chief Financial Officer

Sign for Corbel | Clear | Draw a signature and add your name to sign.

This version totals	People	Changes kept	Last wave live
$1,838,060	1,900	6 of 6	Jan 17, 2028

Clauseline for Corbel Brands. Agreement CL-2611-CB, Draft 3, prepared November 2, 2026.

A Closewell Studio example. We never share client details, so this proposal is a mockup of how we design.

Want one built for your deal? Start a proposal