

CASE STUDY · AI-POWERED CONTRACT NEGOTIATION

Turning a contract portfolio into a *quantified* value pool.

How RAIM Consulting Group used Anthropic Claude to analyse a Fortune 500's multilingual contract portfolio at scale, build counterparty-level negotiation strategies, and equip commercial teams to execute them — in weeks, not years.

CLIENT	ENGAGEMENT	TECHNOLOGY	TIMELINE
Fortune 500 enterprise (sector undisclosed)	Contract intelligence + end-to-end negotiation	Anthropic Claude	Weeks, not years

AT A GLANCE

RAIM Consulting Group designed and executed an end-to-end commercial negotiation programme for a Fortune 500 client — using **Anthropic Claude** to analyse a multilingual contract portfolio at scale, build counterparty-level negotiation strategies, and equip commercial teams to execute them. **Portfolio analysis compressed from years to weeks**; value pool quantified and progressively captured.

THE CHALLENGE

A Fortune 500 enterprise was sitting on a sprawling commercial contract portfolio — **tens of thousands of agreements**, multiple languages, decades of accumulated terms, hand-negotiated case by case.

Leadership knew significant value was trapped inside the portfolio — outdated terms, misaligned pricing, under-leveraged volume, fragmented commercial logic — but unlocking it had always been blocked by the same obstacle: **scale**.

Could AI now do what humans could not — read everything, understand the commercial nuance, and build a tailored renegotiation plan, counterparty by counterparty, at the speed of a quarter?

Why traditional approaches failed

- Legal teams reading contract by contract — too slow, too costly.
- Consultants sampling the portfolio — misses the long tail where value hides.
- Spreadsheets and BI tools — can't read commercial nuance or non-standard clauses.
- Multiple languages and legacy formats — information loss at every translation step.

THE SOLUTION

RAIM Consulting Group designed and executed an **end-to-end commercial negotiation programme** powered by Anthropic Claude — combining AI engineering, commercial strategy and operational execution in a single engagement.

01 CONTRACT INTELLIGENCE AT PORTFOLIO SCALE

Full ingestion and structured analysis of the entire portfolio across multiple languages. Claude extracted commercial terms, identified non-standard clauses, flagged **value-leakage patterns** and clustered the portfolio into actionable segments.

02 COUNTERPARTY-LEVEL NEGOTIATION STRATEGY

For each segment — and every high-value individual contract — a tailored playbook: target outcomes, commercial logic, fallback positions, talking points, risk envelope. Built by AI, refined by senior advisors, validated against business priorities.

03 NEGOTIATION EXECUTION & ENABLEMENT

Client-side commercial teams equipped with the analysis, playbooks and **live AI support** to execute at scale — in their language, on their counterparties, with consistent commercial logic across the portfolio.

• BUILT WITH ANTHROPIC CLAUDE

THE BENEFITS

Four outcomes the client now experiences.

Outcomes that any organisation deploying the Contract-Value framework can expect.

TIME SAVED	QUALITY & ACCURACY	MULTILINGUAL SCALE	REVENUE UPLIFT
Years → weeks. Portfolio analysis compressed from multi-year manual reviews to weeks of AI-driven analysis; negotiation prep time per counterparty cut dramatically.	One commercial logic. A single, consistent commercial framework applied across the full portfolio — decisions grounded in evidence from the contracts themselves, not individual interpretation.	Read in original language. The entire portfolio analysed in its native languages — no translation gap, no manual triage, no information loss across borders.	Quantified value pool. A clear, quantified value pool identified across the portfolio — captured progressively as renegotiations execute. Direct improvement to top-line and margin.

How this can be re-used.

THE PATTERN, APPLIED

Any organisation holding a large portfolio of commercial agreements faces the same trapped-value problem. The same three-step pattern applies across portfolios and industries — *only the contracts change*.

PORTFOLIO TYPE	HOW THE INTELLIGENCE → STRATEGY → EXECUTION PATTERN APPLIES
Procurement & supplier base	Supplier consolidation, cost recovery, renegotiation of legacy terms across thousands of vendor agreements.
Customer contracts	Price uplift programmes, term modernisation, renewal campaigns — applied consistently across the full customer book.
M&A integration	Rapid analysis of an acquired portfolio, mapped against corporate standards, with day-one harmonisation plan.
Real estate & leasing	Lease optimisation across large property footprints — surfacing under-utilised options, expiry risks and renewal levers.
Insurance & reinsurance	Treaty and policy review at portfolio scale — peril mapping, exposure clustering, premium adjustment programmes.
Distribution & franchise	Territory and partner review — performance-based renegotiation supported by evidence from the contracts themselves.

THE RAIM CONTRACT-VALUE FRAMEWORK

Intelligence → Strategy → Execution

Same three steps, regardless of the portfolio. *The contracts change. The discipline does not.*

ABOUT RAIM CONSULTING GROUP

RAIM Consulting Group is a Prague-based AI and digital transformation advisory. We combine strategy, engineering and execution in single engagements — turning AI capability into measured business outcomes. We specialise in Anthropic Claude implementations for European public-sector, cultural and Fortune-500 enterprise clients.

START THE CONVERSATION

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