

Client Success Story

66% Faster Approvals Across 35+ Countries: How Syngenta Transformed CLM into an Enterprise Growth Engine

Through a partnership with UnitedLex, Syngenta's AI-powered CLM program reduced approval times by 66% and processed over 30,000 contract requests—turning contract management into a business enabler.

Client Profile

Syngenta is a global leader in agricultural innovation, operating in over 100 countries. Dedicated to innovation and operational excellence, Syngenta embarked on a bold journey to revolutionize the way it utilized its preferred contract lifecycle management system.

Challenge

The company previously used a CLM platform that functioned primarily as a document repository, with limited data accessibility and minimal impact on business processes. Key challenges included:

- Long contract approval cycles and inefficient manual processes.
- Low system adoption outside the legal function.
- Growing demand for scalability and global consistency across more than 35 countries.



Solution

Syngenta partnered with UnitedLex to access the expertise required to unlock the full potential of its preferred CLM program. The hands-on collaboration included:

- Centralizing contract processes on a single integrated platform.
- Deploying self-service capabilities to empower business users and reduce legal workload.
- Integrating approval workflows, including delegation of authority (DOA), directly into the system for enhanced compliance and transparency.
- Driving adoption through change management strategies such as user acceptance testing and inclusive engagement across business units.

The collaborative approach continues to involve ongoing, weekly strategy sessions to identify areas for enhancement, ensuring the system remains agile and aligned with dynamic business needs and driving innovation in the company's operations.

Results

66%

average reduction in contract approval time across live regions.

Over 1,000

contract requests processed through the platform.

54%

of contracts processed through self-service, freeing legal teams to focus on high-value work, in Brazil alone.

Improved

compliance, risk management, and strategic decision-making through end-to-end contract visibility.

“Scalability was a critical goal of our CLM program. Thanks to our collaboration with UnitedLex, our CLM now serves the entire organization while still meeting the unique needs of individual business units. The system's transparency and data accessibility have enhanced accountability across Syngenta.”

— Franco Piovan, Contract Management Specialist - CLM Program Lead, Syngenta

Key Takeaway

By transforming CLM from a legal tool into a business enabler, Syngenta and UnitedLex have delivered measurable impact—boosting speed, compliance, and efficiency at scale.

See how a modern, enterprise-ready CLM can streamline operations, boost compliance, and deliver bottom-line results—**connect with UnitedLex** to get started.