



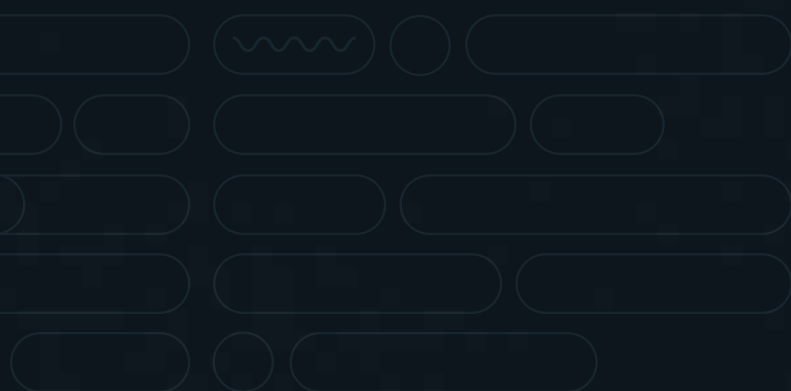
Whitepaper

The Times They Are Agentic

Making Sense of “Agents” in Contract Lifecycle Management



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Executive Summary

A few years ago, the idea of AI drafting, negotiating, or analyzing enterprise contracts seemed far-fetched. Today, it's not just possible – it's happening. But this shift isn't simply about automating routine tasks. It's about enabling systems to understand intent, make decisions, and take timely, intelligent action. In short: it's about agency.

Agentic AI is redefining what contract lifecycle management (CLM) can do. Unlike conventional automation, agentic systems aren't just fast – they're adaptive, interactive, and self-improving. They don't wait for step-by-step instructions. They understand context, orchestrate workflows, and deliver outcomes. And critically, these systems aren't black boxes. They are designed to involve humans at the right decision points – ensuring security, explainability, and control remain central to how contracting happens.

This transformation depends on a crucial foundation: clean, structured, and contextual contract data. Without it, there's no intelligence – only noise.

In this whitepaper, we explore:



The future of contracting isn't just automated – it's intelligent, explainable, and designed to work the way your business works. And that future is already here.



The Agentic Future of Contracting is Now

CLMs – like any other system in large enterprises – have evolved to cater to the increasing scope and depth of business use cases. Over time, CLMs have permeated the vastness of the enterprise – plugging into the numerous systems, pushing and pulling data, and providing a certain degree of interoperability across the entire IT ecosystem.

The result: systems that have grown in both size and complexity, with a steep learning curve. Users often find themselves struggling to keep up with this complexity.

And unlike consumer products, enterprise products (like CLMs) have so far struggled to transition from transactional to experiential, to focus on the user rather than the use case.

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What do you do when the system (in this case, CLM) is the “elephant in the room”?



Agents: Enterprise User Experience Like Never Before

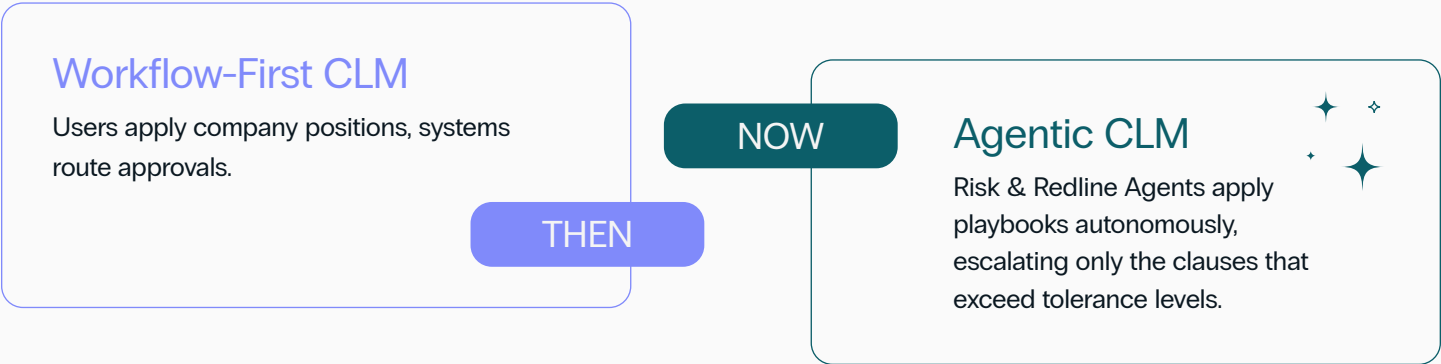
It's not just CLMs. Enterprise systems are on the brink of a major shift and **agents** are at the heart of it all.

What is an agent?

Technically, the definition of an agent is **“a system that has agency to make decisions, take action, and interact with external environments beyond the scope of its training data.”** In practice, this means going beyond the realm of automation to enabling a higher order of tactical user assistance.

So instead of going through loads of data, searching for contracts, and identifying the renewal processes that need to be initiated, a user simply asks an agentic CLM, “what’s on my plate today?”

The agentic system is smart enough to chain together and automate all of those manual tasks, in a logical workflow, surface the necessary data, and notify the user of upcoming renewals that need to be initiated.





Human-led governance: The last line of agency

Agents operate within hard guardrails designed by legal, risk, and IT teams. Clause libraries define permissible language, policy frameworks set preferred positions, and adaptive approval flows escalate anything below a **0.97** confidence threshold to human reviewers.¹

Immutable audit logs record every suggestion, acceptance, override, and training feedback, ensuring full lineage. In short, agents act autonomously only within boundaries you set – so compliance, security, and trust are never compromised.

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But contracts are a complex domain, and no single agent can handle all aspects of it with autonomy.

¹ Sirion internal pilot data, “Agent Confidence Tuning Report,” Q1 2025





The “Agentification” of CLM

To keep up with the complexity of modern-day contract landscape, CLMs need a holistic approach that doesn't simply throw different agents at different tasks. It needs a complete “agentification” of the platform.

Essentially, the platform wouldn't simply employ agents but behave like an agent entirely. This could only be possible when every component, every function is given the ability to “act on agency”. They may not always employ an agent for a task. Instead, the platform can orchestrate every single component – be it an agent, an LLM, a small data AI model, or a rule engine – to automate and execute entire workflows as efficiently as possible.

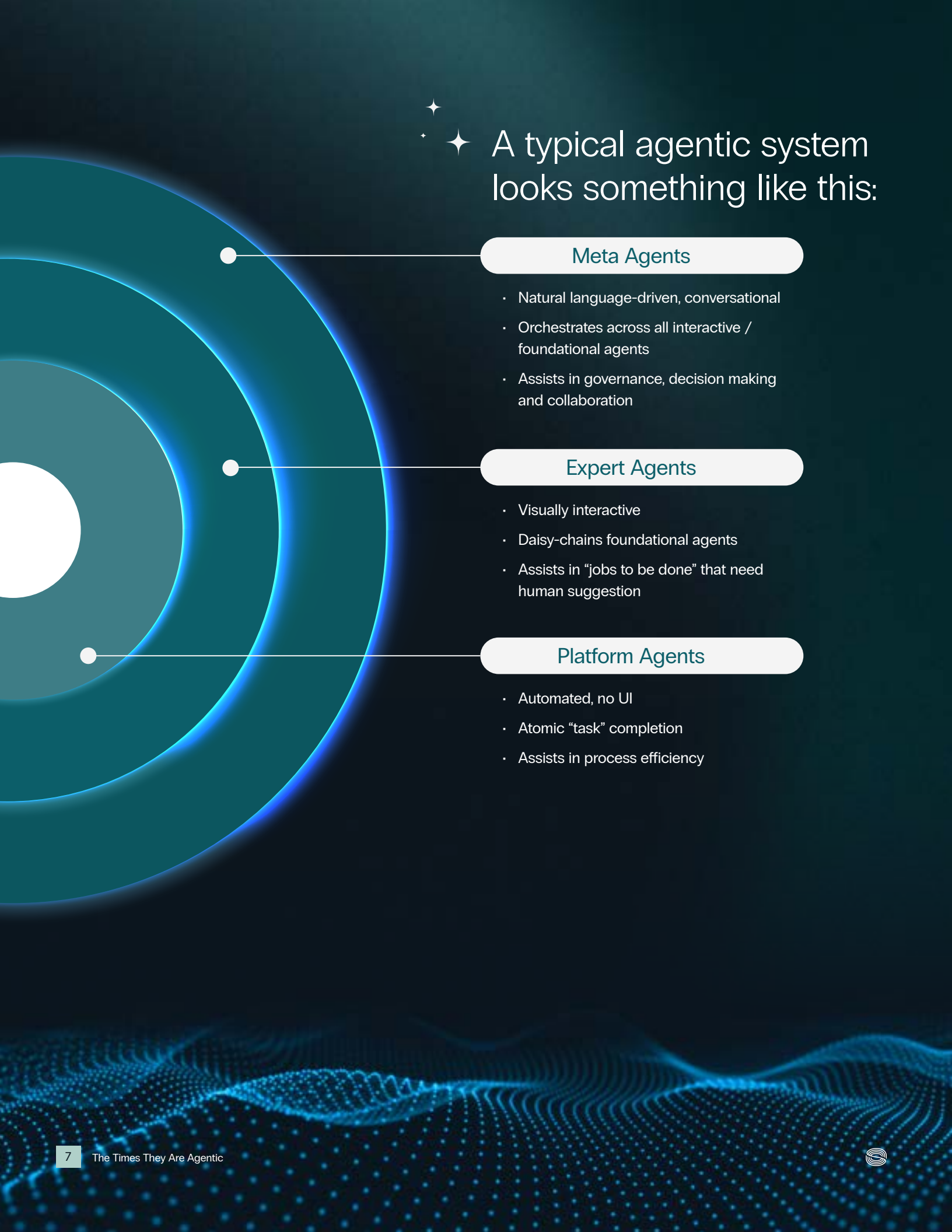
At the same time, agentic systems embed users intelligently in the process – surfacing decisions when they matter and always keeping humans in control of outcomes.

In such a scenario, an **agent** is not just AI. It's a job-doer. A self-contained, intelligent unit that performs a task – autonomously, when possible or collaboratively, when needed. Whether it's extracting data, flagging risks, or driving redlines – agents deliver outcomes, not steps.

Agentic CLMs:



✦ ✦ A typical agentic system looks something like this:



Meta Agents

- Natural language-driven, conversational
- Orchestrates across all interactive / foundational agents
- Assists in governance, decision making and collaboration

Expert Agents

- Visually interactive
- Daisy-chains foundational agents
- Assists in “jobs to be done” that need human suggestion

Platform Agents

- Automated, no UI
- Atomic “task” completion
- Assists in process efficiency



Platform Agents

When we say “agentification” of the platform, we are primarily talking about this layer of agents. Platform agents – the bottommost layer in an agentic system – form the foundation of system intelligence by organizing and structuring raw contract inputs into usable insights.

These agents are small, they are precise, they are built to execute atomic tasks at enterprise scale, and they are “hidden” from user interactions. Together they form the logic layer that enables system-wide context that other higher order agents can use to execute more complex tasks.

Examples of platform agents

- Language/format analysis
- Legacy migration agent

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It doesn’t matter what’s under the hood. What matters is the job that needs to be done and whatever tool – gen AI, agent, etc. – that is needed to get it done.

- Aravind Aluri, Chief Product Officer, Sirion.



Expert Agents

At this layer, the user can see and interact with a higher degree of intelligence and decision-making – like identifying a 30-day written notice period to cancel auto-renewal as opposed to your preferred 90 days.

Expert agents are **instrumental** – they are capable of using available resources, environments, or methods to achieve outcomes. In the above example, the IssueDetection agent uses the enterprise playbook, which states a preferred 90-day notice period. But it also learnt from your previous edits that you can fall back to 60 days, if needed. The agent learns from the way you contract, combining knowledge and resources for sharper and faster decision-making.

Examples of **expert agents**

- Extraction agent
- IssueDetection agent
- Redline agent

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Agents are about getting things done. It's a translation of technical capabilities to business outcomes.

- Kanti Prabha, President, Sirion



Meta Agents

Meta agents perform two essential roles:

- **Converse with the user** in natural language, and
- **Orchestrate other agents** to deliver outcomes.

This eliminates click through workflows or step configurations. Meta agents enable the conversation interface that is characteristic of an agentic CLM. By eliminating the complexity barrier, the meta agents make advanced CLM functionality available even to occasional or non-expert users through simple conversational prompts.

At Sirion, **AskSirion** is our meta agent. Ask it to find a clause, flag a deviation, or draft a fallback—and it coordinates Sirion's **Extraction**, **IssueDetection**, and **Redline Agents** behind the scenes to make it happen. It's not just answering questions; it's reasoning across data, surfacing insight, and activating the right agents in the right order to complete the job.

Examples of meta agents

- AskSirion

Guardrails Up Front

- Clause libraries shape what's acceptable.
- Playbooks guide what's preferred.
- Approval flows keep humans in control.

“

Agentic AI removes the friction—intent becomes action without the workflow overhead.

- Lewis Z. Liu, Chief AI Officer, Sirion



Beyond the Flashy Tech: Applying Agentic CLM to the Real World

Each layer of the agentic system plays a distinct role – some operate behind the scenes, others work in direct response to the user. Together, they move contracts forward with speed and precision. This shift is promising great value in a few key contracting areas like:

Use Case	What the Agent Does	Outcomes
 Self-service drafting	Assembles first drafts by interpreting intent, applying contextual playbooks, and selecting the right clauses based on counterparty, geography, and contract type.	Faster turnaround, reduced legal dependency.
 Risk detection and remediation	Reads the contract like a reviewer – identifying nuanced risks, understanding context, and making precise redlines that align with your fallback positions	Higher precision, faster negotiation, and stronger policy alignment.
 Insight surfacing	Analyzes structured data across the repository or a single document to identify patterns, gaps, or risks—filtered by clause, party, region, or business unit	Faster access to strategic insights enabling quicker, data-driven decision making with reduced reliance on manual review.





Learning in Layers: How Agentic Systems Get Smarter

The promise of agentic CLM isn't just faster execution – it's intelligence that compounds. These systems are built to learn, quietly and continuously, from the way your organization contracts. Unlike static rules engines, agentic AI doesn't just follow instructions. It refines them.

At the heart of this learning is feedback. Each accepted redline, rejected clause, or adjusted fallback becomes more than an edit – it's a learning signal. Over time, those signals shape how the system interprets language, applies judgment, and makes decisions in context.

This learning isn't one-size-fits-all. It's contextual. Agentic systems adapt not only across the enterprise, but within it – shifting behavior by contract type, geography, business unit, or counterparty. What applies to a supplier agreement in Texas won't carry over, unchallenged, to a licensing deal in Singapore. The system learns that.



Edits made during negotiation



Overrides of standard or fallback language



Patterns across similar contracts and parties



Feedback on redlines and issue classifications



Updates to internal playbooks and policy rules



This isn't automation – it's adaptation

Automation follows a script. Traditional CLM workflow automation is scripted: march a document from draft to review to signature along a fixed path. If X, then Y.

The scope of an Agentic CLM lies beyond that script. Risk and Redline Agents inherit the same guardrails but learn from every edit, override, and outcome. Each signal sharpens their sense of context –contract type, jurisdiction, counterparty history – so the next agreement meets judgment, not just routing.

In practice, adaptation looks like this: a routine NDA sails through untouched, while a cross-border SaaS MSA triggers an instant risk scan, escalates only the non-standard indemnity, and proposes a fallback drawn from recent wins with similar customers. No admin rewired the process; the system did.

Workflows automate tasks; agents automate **thinking**. They decide what needs to happen, not simply how fast to push buttons. CLM becomes resilient, adjusting to new laws, shifting market terms, and local nuances to get the job done.



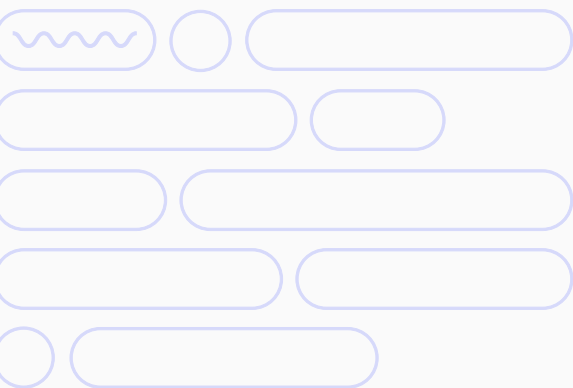
Human-in-the-loop: Balancing speed and control

Intelligence without structure is noise. That's why agentic systems operate within defined guardrails: the moment confidence dips, human sign-off is sought. Think of it as autonomous cars with a driver – clause libraries and playbooks handle the straightaways and lane changes, but people take the wheel whenever risks appear. All decisions trace back to codified standards and every edit leaves a breadcrumb for audit and learning.

This is how agents become not only more accurate, but more aligned. Not just faster, but smarter – one contract at a time.

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An agent that drafts better with every deal isn't disruptive. It's just paying attention.



The Road Ahead

Agentic CLM is already reshaping the economics of contracting. By pairing granular data extraction with adaptive negotiation and conversational agents, early adopters **have cut time-to-contract by as much as 90%** and **shortened negotiation cycles by 40%**. They are **closing 9–12% of value leakage** and **reducing buyer–supplier disputes by 80%**. Each agreement signed feeds the next, turning contracting into a self-improving asset.

Agentic systems compound: each contract they touch sharpens the next decision, widening the efficiency gap hour by hour. Moving early secures the efficiency upside and builds a data advantage that compounds—with human oversight and governance controls ensuring every gain is earned, not gambled.

As you move forward, consider the integration of advanced AI as a valuable partner in driving contracting excellence. The future of contract management is intelligent, adaptive, and agentic – and it's now!

Want to know more about how Sirion's agentic CLM platform are reshaping the definition of CLM? Reach out to us at <mail> or [click here to book a demo!](#)



Sirion is a SaaS Leader in Enterprise CLM.

Sirion is the world's leading AI-native CLM platform, pioneering the application of generative AI to help enterprises transform the way they store, create, and manage contracts. The platform's extraction, conversational search, and AI-enhanced negotiation capabilities have revolutionized contracting across enterprise teams – from legal and procurement to sales and finance. The world's most valuable brands trust Sirion to manage 7M+ contracts worth nearly \$800B and relationships with 1M+ suppliers and customers in 100+ languages. Leading analysts such as Gartner, IDC, and Spend Matters have consistently recognized Sirion as a leader in CLM for its focus on category-leading innovation.

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