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OCTOBER 23, 2017

Meet Samir Bhatia of Brightleaf Solutions in Brookline



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Today we'd like to introduce you to Samir Bhatia.

Samir, please share your story with us. How did you get to where you are today?

Brightleaf Corporation was an existing entity since 2006/7. The company developed software to assemble contracts, and were focused on selling to law firms. When they went to corporates, they asked to extract data from existing contracts. This created a bifurcation of the company. I purchased the assets of the extraction part, and the original "assembly" business spun out into a different company.

I focused on developing new technology to extract intelligence from software. Being a computer scientist with an MS in Computer Science and also an MS in Physics, I use Natural Language Processing technologies coupled with Semantic Intelligence algorithms to get software developed which could extract intelligence and data points from documents. Initially focused on Contracts, the software can be configured to extract virtually anything that is required by our clients. We couple the Artificial Intelligence technology with human intelligence, and our team of highly trained lawyers, checks each and every thing that is extracted by our software. This is wrapped by a Six-Sigma process to yield highly accurate results for our clients.

Having the best of both worlds, Artificial Intelligence, coupled with Human Intelligence, we provide a "technology powered, end-to-end service" to extract the critical information hidden in contracts. This information is generally uploaded into a Contract Lifecycle Management (CLM) system for further reporting and triggers, and for tracking obligations etc.

We're always bombarded by how great it is to pursue your passion, etc – but we've spoken with enough people to know that it's not always easy. Overall, would you say things have been easy for you?

Every company has its own set of challenges to be dealt with. To preserve the current clients which we inherited from the older company while the technology was being developed was a challenge. Developing the technology using the most modern software techniques was not an easy task! And of course, getting your name recognized in the marketplace, and expanding the client base is always a daunting task, any company faces. We have been very successful in mitigating our way through these challenges, and are very well positioned. All the CLM system vendors now look to us to extract the data to be ingested into their software during the initial deployment process. By doing this, we add tremendous value to their software, which is then more effectively used (as the "legacy contracts and the associated data is loaded), and adoption of the system increases exponentially.

So, as you know, we're impressed with Brightleaf Solutions – tell our readers more, for example what you're most proud of as a company and what sets you apart from others.

Being a seasoned entrepreneur, a turnaround expert, with deep experience in all facets of a company, I provide the necessary vision, guidance and leadership to steering the "ship". With my roots in software and deep experience in sales, operations and finance, I have been able to assemble and mentor the next level of people to grow the company. I have been in charge of technology development, Sales, Marketing, operations and finance in various companies in the past. This has assisted me in created and running a well-oiled machine to nurture and grow the business very efficiently.

So, what's next? Any big plans?

While we are initially focused on using a technology powered approach to extracting data and intelligence from contracts, the technology has been developed in a very flexible manner, and can extract information from ANY kind of documents. The idea is to use it in the financial vertical (we have already done pilot projects to extract data from mutual fund settlement trade conforms), health care records etc. We envision the company to play in the Big Data place using AI technologies.

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Samir enjoys spending time with his niece, Sania and his nephew, Dhruv (pictured above). He also spends the little time he has playing badminton with his friends, sometimes playing Senior Open tournaments locally with his partner, Raj. The Brightleaf team in Pune is pictured too.

Getting in touch: BostonVoyager is built on recommendations from the community; it's how we uncover hidden gems, so if you know someone who deserves recognition please let us know [here](#).

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