



# Read the fine print before it *reads you.*

Stipula normalizes competing vendor quotes, catches the buyer-hostile clauses buried in your MSAs (take-or-pay minimums, standby at full day rate, uncapped fuel surcharges), and hunts down the duplicate spend hiding in your ledger. You get the number, the flag, and the exact lever to negotiate. Sign smarter, pay less.

WHAT IT DOES · THREE TABS, ONE JOB

<p>01</p> <h3>Compare Vendors</h3> <p>Enter or upload competing quotes. Stipula normalizes every billing schedule to one annual figure, scores cost against the features you require, and hands you per-vendor negotiation levers.</p> <p>▼ \$9,120/yr gap surfaced across 3 H2S vendors</p>	<p>02</p> <h3>Contract Review</h3> <p>Paste or upload an MSA. Every hostile clause is flagged with the offending line, why it matters, and a concrete lever, then it drafts the negotiation email.</p> <p>▲ 13 clauses flagged · 6 protections missing</p>	<p>03</p> <h3>Spend Audit</h3> <p>Upload transactions. Stipula finds double-billing, duplicate vendor accounts, price-creep, and overlaps, and totals what's recoverable.</p> <p>▼ \$23,400/yr recoverable in the demo ledger</p>
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LOCAL BY DEFAULT: your contracts, quotes and spend never leave your computer. No account, no upload, no Stipula cloud.

SOME OF THE TERMS WE FLAG · OILFIELD & UNIVERSAL

▲ TAKE-OR-PAY MINIMUMS

◆ STANDBY @ FULL DAY RATE

◆ MOB/DEMOB @ THEN-CURRENT

▲ UNCAPPED FUEL SURCHARGE

▲ AUTO-RENEWAL TRAPS

▲ UNCAPPED PRICE ESCALATION

◆ ONE-SIDED INDEMNIFICATION

◆ LOW LIABILITY CAPS

◆ DATA-OWNERSHIP GRABS

✓ MISSING: AUDIT RIGHTS

✓ MISSING: PRICE CAP

✓ MISSING: TERMINATION RIGHT

A sample; we flag many more on every review.

A LIVE REDLINE · MASTER SERVICE AGREEMENT

MSA-APEX-0417 · REV. C · OILFIELD SERVICES

FLAGGED

§ 3 MINIMUM COMMITMENT

Customer commits to a ~~take or pay minimum of 40,000 bbl per month~~; deficiency payments are due for any shortfall, and the committed volume may not be reduced during the Term.

You paid for 40,000 bbl. You hauled 26,000. Convert it to a good-faith target, or delete it.

**LEVER** Negotiate a lower baseline, carry-forward of unused volume, and a right to reset the minimum at renewal on actual usage.

IN THE FIELD

H2S / GAS MONITORING

The three-vendor bake-off

WellGuard, PetroSense and RigWatch normalized to one annual figure; PetroSense's missing SCADA and 36-month lock surfaced before the PO. A \$9,120/yr gap, on one page.

WATER HAULING

The take-or-pay renewal

Apex Water Hauling checked against Basin Water Logistics, and an \$8,450 haul billed twice, two days apart, caught in the same pass.

WIRELINE MSA

The renegotiation

Halliburton and ProWire on one ledger; a 90-day auto-renewal and uncapped fuel surcharge flagged with time still on the clock.

PRODUCTION CHEMICALS

The quiet creep

ChemTreat's monthly line drifted from \$12,000 to \$13,800 across the quarter: a +15% price-creep, flagged the moment it broke pattern.

HOW IT WORKS

01

Upload

Paste text or drop the file as you got it: PDF, DOCX, XLSX, a pasted email.

02

Extract & analyze

OpenAI's GPT-5 does the deep read, always failing soft to a deterministic rule engine.

03

Sign smarter

A ranked ledger, flagged clauses, and the negotiation email, as a branded PDF or Markdown.

stipula

Latin for a straw. Roman parties sealed a bargain by breaking a straw together, the origin grammarians gave for the word stipulation. A promise you could hold, and one you could break. **Every term, on your terms.**

See exactly what it catches.

Book a walkthrough and we'll run Stipula on sample contracts and spend, then you run it yourself, on your own machine.

Book a walkthrough →

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