



Conga Contracts for Salesforce

Manage sales contracts simply.



Inefficient sales contracts lose deals.

There are so many ways that deals can fall apart right at the end of the sales cycle. Slow legal reviews or complex approvals. Difficulty tracking redlines or versions that result in contract mistakes. Not really knowing where your contract stands with your prospect, or even where it is. Sound familiar?

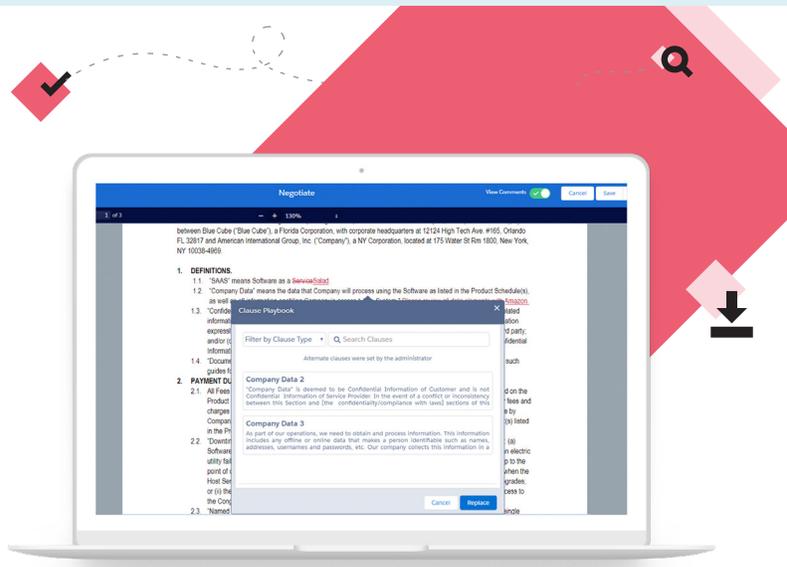
Conga Contracts for Salesforce: Speed up sales cycles with effective contract management.

Create, negotiate, and approve contracts in Salesforce to simplify and accelerate sales cycles. Give your sales teams the power to build and negotiate their own contracts while reducing risk. Get insight into single contract status and overall contract processes, and automatically store contracts.

Increase sales productivity and ROI.

Close quicker, get revenue faster
Shorten your contract negotiations and automate the entire process for faster time-to-revenue and freeing up sales teams to sell new deals.

Control + speed
Legal limits the clauses and language for sales, while empowering them to build and negotiate standard contracts for faster negotiations without risk.



Automate and streamline, end-to-end
Streamline the contracting process from beginning to end, optimize reporting, data management, and eSignature.

“ Conga provides an answer we’ve been looking for to improve our contract negotiation process. Process cycle time reduction [...] means our customers can serve their patients sooner. ”

Susan O’Leary | Abiomed, Inc.

Editions tailored to every need

Negotiator Edition is designed to help sales reps accelerate the sales cycle. Business Edition adds the advanced workflows that Salesforce admins need. Sales ops will benefit most from the advanced data management, clause logic, and approval routing that Enterprise Edition adds.

Feature	Benefits
Repository	Store, locate, and search all contracts. Understand the relationships between contracts in the same family. Enable standard and ad hoc reports on contract status and timelines, and access live overviews of contract activities.
3rd Party contracts	Bring 3rd party paper into Salesforce. Track and compare 3rd party contracts, map their data to Salesforce fields for reconciliation, and identify which clauses should be saved in the clause library.
Alert Notifications	Create and deliver alert notifications for every aspect of the contract management process right from within Salesforce. Don't let things get forgotten!
Contract Creation	Automatically generate pixel-perfect contract documents with just a few simple clicks.
Open in Word	Make it easy to review and redline in the format that you -- or the other party -- prefers.
Redlining & True-Up	View redlines and use True-Up to automatically update relevant document changes in Salesforce.
Clause Library	Store commonly used clauses and alternates that are pre-approved by legal to speed up contract authoring and negotiations, while maintaining control.
Clause Playbook	Store alternate, pre-approved versions of commonly negotiated clauses in the Clause Library so that your sales teams can keep negotiations moving.
Workflows & Approvals	Automatically route tasks to appropriate parties and track their interaction and cycle times.
eSignature Integration	Hook into leading eSignature platforms for easy signing. Create a seamless, end-to-end contract process, from negotiation to signature, and keep an audit trail.



For More Information

Email info@conga.com or your local Conga office to talk to a Conga advisor.

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