



DATA SHEET

# Conga Contracts

Complete contract management



## Complete contract management for today's legal and procurement teams

Control how contracts are created, shared, and stored, so risk goes down and compliance goes up. Automate standard contracting tasks so it's easier for legal and contracting teams to keep up. All contracts can be stored, searched, and analyzed for better visibility and advanced reporting.

### Challenges

- Lack of visibility or control over agreements increases legal risk
- Long contract cycles lead to lost sales
- Approval of contract terms can be difficult
- Third-party paper increases review cycle times
- Requests and approvals from sales, IT, HR, and finance teams can cause bottlenecks

### Key benefits

- Control of negotiations, amendments, and other sources of contract risk
- Point-and-click assembly and self-service accelerate deal cycles
- Flexible approvals
- Measure and manage contractual obligations
- Key insights into renewals, expirations, cycle times, and workloads

“ Using Conga Contracts to manage contracts worldwide, Qualcomm successfully eliminated several time-consuming manual processes, implemented contract lifecycle features, and increased accuracy of contracts. ”

Lois Peterman, Functional Lead | Qualcomm

## 83% of legal departments face pressure to improve efficiency and lower costs\*

- **Repository:** Store, locate, & search all contracts.
- **Optical charact recognition (OCR):** Automatically perform OCR on your PDF files to take advantage of full-text searches, & extract text & access all data.
- **Third-party contracts:** Bring third-party contracts into the system. Track, compare, map fields, & identify clauses to be saved.
- **Alert notifications:** Create & deliver notifications for each step in the process.
- **Contract creation:** Leverage existing company metadata to create a new contract profile.
- **Redlining & True-Up™:** Automatically track changes & record accepted changes in your system of record.
- **Reporting & analytics:** Enable standard & ad hoc reports on contract status & timelines.
- **Business Intelligence\*:** Enable advanced data visualization for deep data analysis, calculation, and data presentation
- **MS Word plug-in:** An intuitive plug-in allowing your clause library to run inside of MS Word.
- **Clause library:** Store commonly used clauses & alternates to speed up contract negotiations.
- **Workflows & approvals:** Automatically route tasks to appropriate parties & track interactions & cycle times.
- **eSignature integration:** Sign or capture a signature from any connected device, on the go.
- **Salesforce integration:** integrate with Salesforce to associate contracts with customer records
- **API:** Public API provides a set of web services for users to create & modify data in the system. (Supports both SOAP & REST clients.)
- **Scorecard:** Custom quantifiable scorecards for your companies, contracts, & projects.
- **Negotiation portal:** Collaborative workspace providing secure access for buyers & sellers to invite participants to a negotiation to share information, exchange documents, negotiate contracts, & sign documents.

\* Additional license required

## See how our customers improved their KPIs

### 36%

Improvement in contract accuracy

### 35%

Reduction in amendments after signature

### 32%

Improvement in compliance

\* Commercial Operations Software Solutions Survey, Feb 2021, prepared by GLG Surveys, conducted on 120 Conga customer and non-customer respondents.



#### For more information

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