



DATA SHEET

Conga Contract Lifecycle Management

Streamline processes, reduce risk, and maximize deal value



Manage complicated enterprise-wide contract lifecycles to mitigate risk, reduce friction, and empower business at scale

Conga Contract Lifecycle Management (Conga CLM) is an end-to-end contract lifecycle management solution built to automate highly complex contracting processes that span geographies, multiple departments, and both buy and sell-side contracts. It empowers everyone involved in the contracting process, increases contract visibility, and enforces compliance to mitigate risk.

Conga CLM handles the most complex processes and stands out when challenged by complexity. If the contract lifecycle has various workflows with several reviewers, contains highly amended contracts, or needs input from multiple people in several departments, Conga CLM is the right fit.

Conga's suite of products unifies the entire revenue operations lifecycle. As an extension of your familiar Salesforce user experience, user adoption is quick and keeps you with one system of record.

“ Almost immediately after implementing Conga CLM, we lowered the amount of time spent on easier deals from 1-2 weeks to 1-2 days, freeing up execs to focus on things that really needed their attention. ”

Pam Phillips | SVP & Deputy General Counsel, FIS

Challenges

- Manual contract processes slow down sales cycles and lead to lost sales
- Lack of contract visibility leads to missed renewals, obligations, and unwanted risk
- Inability to standardize 3rd party contracts into the process creates gaps in data
- No contract process compliance creates business and legal risk
- No integration between contract processing and your CRM creates a disjointed user and customer experience

Key benefits

- Contract automation connects every step from request to renewal
- Self-service contract creation empowers businesses to accelerate deal times
- Standardized workflows, negotiations, approvals, and amendments minimize risk
- Search and discovery capabilities help manage contractual obligations
- Ingestion of 3rd party paper with artificial intelligence and machine learning enhances visibility and consistency
- Up-to-date data from renewals, expirations, cycle times, and workloads provide valuable insights

Real outcomes from Conga CLM customers

45%

increase in contract accuracy

43%

increase in compliance

42%

faster contract processing



Modern contract lifecycle management for a digital world

Conga CLM has the features you need to streamline contracting from start to finish.

Automated contract processes

Take control of creating, negotiating, and executing your contracts for faster cycles.

Pre-approved language

Eliminate lengthy delays in legal approval by incorporating standard language and clauses.

Contract visibility

360-degree view of the entire contract cycle, including negotiations, emails, documents, and more.

Seamless integrations

Manage the entire contract lifecycle without leaving the tools you use every day, like Microsoft Office and your CRM.

Online contract collaboration

Collaborate online with any approved individual who can securely comment and redline an agreement in real time.

Synchronized data and versions

Changes in contracts are reflected across all agreements regardless of source.

Configurable alerts

Get notifications for key events and dates throughout the contract lifecycle.

Contract analytics

Get visibility into renewals, expirations, cycle times, compliance, and risks.

Contract repository

Store final contracts, approval history, and change history in a secure repository.

3rd party contracts

Use AI and machine learning to ingest legacy and 3rd party contracts to uncover new insights. Track and compare 3rd party contracts, map the data to Salesforce fields for reconciliation, and identify which clauses should be saved in the clause library to manage risk and optimize revenue.

Multi-language and multi-currency support

Get 30+ languages and currencies out-of-the-box.

Request Wizard

Enable users to request contracts via a dynamic questionnaire.



For more information

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

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