Contract Lifecycle Management for clinical trials

Streamline processes, reduce risk, and accelerate clinical trials

Manage contract lifecycles across regions and therapeutic classes to mitigate risk, reduce friction, and empower trials 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, therapeutic classes, and agreement types. 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 clinical trial contract lifecycle. As an extension of the Salesforce user experience, user adoption is quick and keeps you with one system of record. Conga CLM for clinical trials combines our market-leading software with a focused implementation accelerator.

> " The real value is that we will provide our business owners of these contracts really accurate data. And moving forward, we will have a better sense of our contracting universe."
>
> **Greg Bennett** | Manager, Legal Operations, Gilead Sciences

Challenges

- Manual contract processes slow down clinical trials and delay approvals

- Lack of contract visibility leads to missed amendments, obligations, and unwanted risk

- Inability to standardize third-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 CTMS creates a disjointed user and customer experience

Key benefits

- Improved efficiency: Turnkey solution coupled with comprehensive user stories, design, and test scripts for a high-quality, scalable system

- Easy deployment: A pre-configured foundational CLM solution deployed in weeks, not months, so you can be up and running fast

- Reduced costs: Professional services based on a proven methodology that incorporates customer specific configurations, all for a fixed fee

- Mass contract creation: Empower users to accelerate contracts across hundreds of investigators

Setup	Budget	Contract	Execute	Report
Procedure master & study protocol	Excel-based budget application	CTA, CDA, ICF, NDA, …	Agreement document generation	FMV reporting & audit trail
Clause library & linked master obligations	Multi-currency country & site budgets	Country agreement	eSignature	Budget consumption
Multi-language agreement templates	Fair market value validation & exception tracking	Site agreements in mass	Portal collaboration	Obligation tracking
Sites in mass	Budget negotiation workflows	Redlining, versioning, negotiation	Obligations & tasks	Cycle time reporting
Workflow rules		Obligations & milestones	CTMS & payment integration	Study execution reporting
		Third party paper import		

Real outcomes from Conga CLM customers

45%
Increase in contract accuracy

43%
Increase in compliance

43%
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.

Third-party contracts
Use AI and machine learning to ingest legacy and third-party contracts to uncover new insights. Track and compare third-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
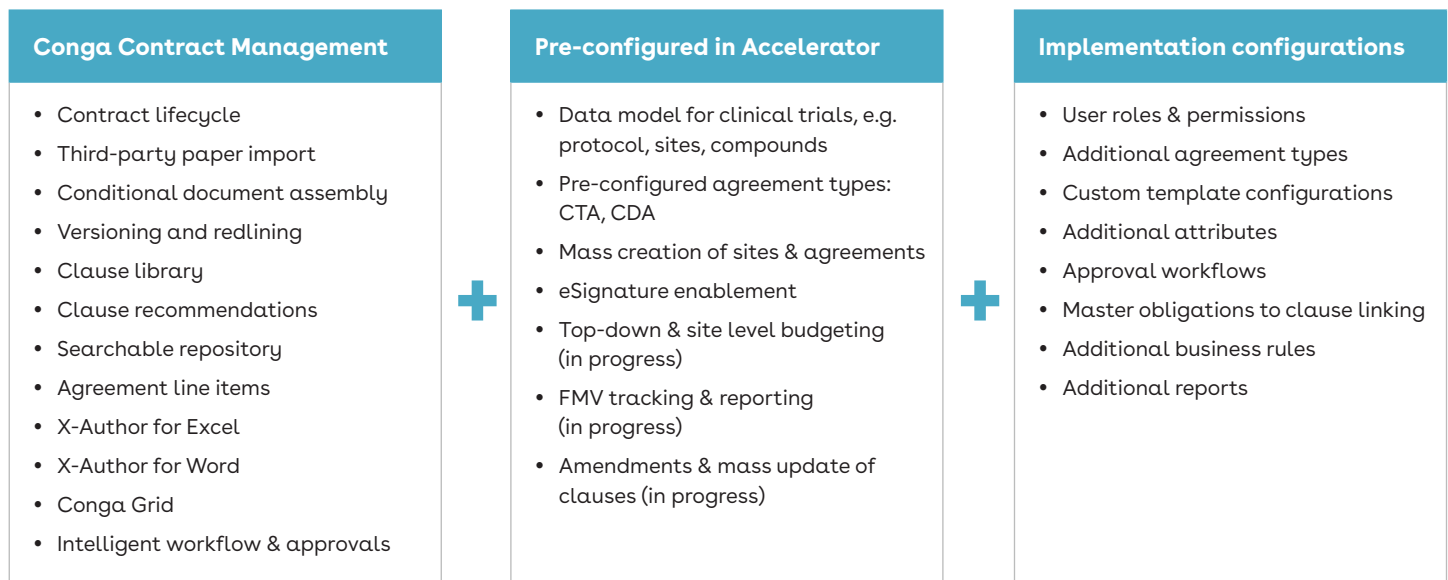Get 30+ languages and currencies out-of-the-box.

Request Wizard
Enable users to request contracts via a dynamic questionnaire.

CLM Accelerator for clinical trials introduces simplicity and speed into your implementation

The CLM Accelerator for clinical research speeds up implementation to help pharma manufacturers and CROs manage the budgeting and contracting processes of clinical trials. This pre-packaged, ready-to-use solution from Conga Professional Services is built with proven industry best practices that drive efficiency, accuracy, and compliance.

Conga Contract Management	Pre-configured in Accelerator	Implementation configurations
• Contract lifecycle • Third-party paper import • Conditional document assembly • Versioning and redlining • Clause library • Clause recommendations • Searchable repository • Agreement line items • X-Author for Excel • X-Author for Word • Conga Grid • Intelligent workflow & approvals	• Data model for clinical trials, e.g. protocol, sites, compounds • Pre-configured agreement types: CTA, CDA • Mass creation of sites & agreements • eSignature enablement • Top-down & site level budgeting (in progress) • FMV tracking & reporting (in progress) • Amendments & mass update of clauses (in progress)	• User roles & permissions • Additional agreement types • Custom template configurations • Additional attributes • Approval workflows • Master obligations to clause linking • Additional business rules • Additional reports

Solution design

- **Plan:** Conduct project kickoff readiness, including predefined project plan, objectives, and deliverables.
- **Define and configure:** Configure a defined scope with three sprints where the scope and requirements are confirmed by the customer. Solution is configured and deployment plan is developed.
- **SIT (system integration testing):** Conga verifies the solution.
- **UAT (user acceptance testing):** Customer confirms the system is configured according to agreed-upon requirements and design.
- **Launch/hypercare:** Solution is deployed to production and one week of hypercare begins.

CLM Accelerator for clinical trials features

Conga Contract Management	Quick start CLM
Full contract lifecycle with three business flows: self-serve, legal assist, store executed	Pre-configured agreement types: • Clinical trial agreement (CTA) • Confidentiality disclosure agreement (CDA)
Content repository and full text search	Foundational protocol setup
Reporting views and dashboards	Integrated X-Author for Excel budget application
User roles/permissions for cross-functional teams in admin, sales, and legal	Top-down budget negotiation
Basic standard approvals with intelligent workflow approvals	Fair market value (FMV) tracking, validation, and audit trail
Enabled eSignature capability	Obligation and milestone management
X-Author for Word ready for contract authoring and negotiations	Mass creation of site agreements

Customer-specific configurations
One additional agreement type related to clinical research with business flows (CTA/CDA)
Additional 50 fields across three agreement types and their related objects
Up to three contract templates • Each with 20 pages, 30 merge fields, and 20 conditional sections • Up to 30 clauses in the clause library
Up to 10 master obligations linked to clauses
Modify one approval process with three approval steps
Up to 15 business rules added/modified
Up to three user roles/permissions

Discover the Conga Revenue Lifecycle Cloud in AWS Marketplace

Together, Conga and AWS are making it easier for customers to innovate faster and securely implement and manage digital transformation across sales, service, support, finance, legal, human resources, marketing, and more. Conga is available in the AWS Marketplace, a curated digital catalog to find, buy, deploy, and manage third-party software—making it easier for customers to consolidate their billing and invoicing, fast-track vendor onboarding, and fulfill AWS cloud spend commitments (via EDP) with Conga purchases.

AWS Marketplace benefits:

Using the AWS Marketplace, time spent searching for and selecting vendors was reduced by 66%, and the time spent performing invoicing tasks was reduced by 50%.

- AWS Marketplace reports a 25% reduction in at-risk spending for their users.
- Companies improved their vendor onboarding experience by reducing the effort to onboard by 75%, which also delivered a time savings that equates to $62,000 (USD).
- Take advantage of the enterprise discount program (EDP) retirement for ISV software purchases and consolidated billing and invoicing through AWS.

Visit Conga's seller profile in AWS Marketplace!

Conga in AWS Marketplace

For more information
Email AWSmp@conga.com or visit conga.com/aws

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