



DATA SHEET

Conga Approvals

Enterprise-grade approvals workflow



Accelerate approvals with advanced workflow automation

Conga Approvals provides enhanced functionality that goes beyond the standard approvals workflows in today’s CRM systems. With Conga Approvals, you can set up approvals on pricing, discounting, promotions, contract terms, agreement clauses, and more—anytime, anywhere. Its combination of easy-to-use features and detailed insight reduces manual steps, providing a better user experience for both submitters and approvers.

Achieve a higher level of approval workflow automation, gain more control, and drive better insight into any CRM or approval process, with Conga Approvals.

Challenges

- Delayed approvals impact sales
- Rogue discounting and other inconsistent sales behaviors reduce deal margins
- Complex approval processes cause frequent errors
- Various levels of approvals are tracked and submitted manually

Key benefits

- Faster, more streamlined approvals for accelerated sales
- Enterprise-grade control and automation of any business process
- Increased productivity for both submitters and approvers
- Fewer approval cycles through complete automation

“ With Conga’s fully integrated quoting and approval engines, we’ve reduced lengthy sales and approval cycles and increased our average deal size by 3.5 times. ”

Chief Executive Officer, Omnicell

Conga Approvals helps you streamline approval workflows for improved productivity

- **Extend CRM workflow and approvals:** Provide significant improvements in process automation, control, scalability, and ease of use.
- **Automated and dynamic approvals:** Keep processes moving with group approval policies, automatic reapprovals, reminders, out-of-office delegation, and time-based escalation. Dynamic workflows support a completely automated process and drive business outcomes.
- **Increase revenue and margins:** Improve submitter behavior with previews of approvers. Increase productivity with greater visibility and granular controls, like line item approvals, "what-if" scenario planning, ad hoc approvers, and multiple-condition approvals.
- **Approval center:** Manage approval requests across all business objects in a centralized place. Increase operational efficiency with pre-seeded approval status filters so you can focus your attention on the right things.

Additional capabilities include:

- Flexible approval policies
- Group approval options: quorum, majority, unanimous, percent-based
- Intelligent routing
- Line item approvals
- Automatic approvals and reapprovals
- Mobile device approvals
- Reminder notifications
- Out-of-office delegation
- Time-based escalation
- Approver previews
- Unlimited approvals steps
- Custom approval hierarchies
- Ad-hoc approvers

↑ 35%

Faster deal approvals

↓ 21%

Reduction in rogue discounting



For more information

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

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