



DATA SHEET

Conga CLM for sales

Streamline processes and maximize deal values



Contracts govern over 80% of transactions in the average organization

With so much value wrapped up on contracts, it’s essential to get contract management right. Conga CLM is an end-to-end contract management solution that puts an end to manual, disjointed contract processes to increase efficiency for sales teams, allowing them to sell faster.

Conga CLM streamlines contract creation and negotiations to drive better outcomes and faster cycle times. Built in the cloud, Conga CLM integrates seamlessly with CRM and eSignature solutions to connect every step in the contract lifecycle. And Conga CLM increases visibility across all departments to maintain compliance and mitigate risk, while allow sales to sell faster.

Challenges

- Complicated, manual contract processes slow down the sales cycle
- Long contract cycles lead to lost sales
- Lack of integration between contracts and CRM create a disjointed customer experience
- Getting legal's approval on contract terms can cause bottlenecks and slow down deals

Key benefits

- Automation connects every step from request to renewal
- Point-and-click assembly and self-service contract creation accelerate deal cycles
- Seamless integrations increase visibility, accelerate approvals, and reduce risk
- Key insights into renewals, expirations, cycle times, and workloads

“ BNSF Railway can now easily track dates and obtain data rapidly with Conga CLM in addition to a reduction in contract cycle time. ”

Marilyn Hardy | Director, Revenue Management

Modern contract lifecycle management for a digital world

- **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
- **Seamless integrations:** Manage the entire contract lifecycle without leaving the tools you use every day, like Microsoft Office and your CRM
- **Online contract collaboration:** Online interface for commenting and redlining agreements, leading to shorter sales cycles
- **Synchronized data and versions:** Changes made in contracts are reflected across all agreements, regardless of source
- **Configurable alerts:** Receive notifications on key events and dates throughout the contract lifecycle
- **Contract analytics:** Analyze contract renewals, expirations, and cycle times
- **Multi-language and multi-currency support:** Get 30+ languages and currencies out of the box
- **Contract compliance:** Store final contracts, prior versions, metrics, and approval histories in a secure repository
- **Request Wizard:** Enable users to request contracts via a dynamic questionnaire

Real outcomes from Conga CLM customers

45%

Increase in contract accuracy

42%

Faster contract processing

43%

Increase in compliance



For more information

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

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Global offices

USA: +1 650 445 7700
 APAC: +61 2 8417 2399
 EMEA: +44 (0) 203 608 0165
 India: +91 740 591 2515

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