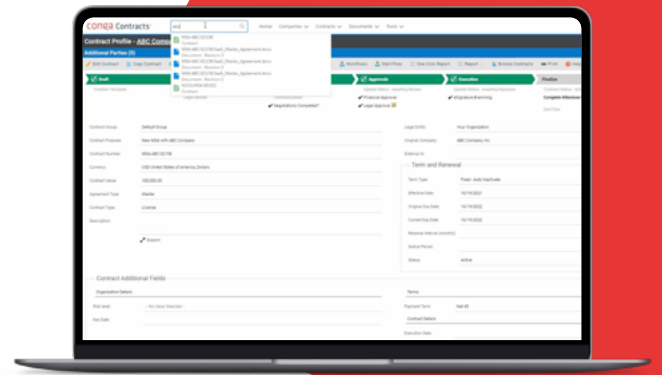


# Contracts for Salesforce

Reduce risk, streamline operations, and deliver a Revenue Advantage



## Contracts for Salesforce (CFS) empowers teams to accelerate contracting processes and ensure compliance

CFS is built for teams using Salesforce sales cloud and Salesforce CPQ, providing approval workflows, reporting and analytics on contract status, and integrations with Salesforce records. Reduce cycle time by 75% while enhancing compliance to ensure better contracts and outcomes. Pre-approved templates and clause libraries accelerate negotiations. Reports and tracking ensure that renewals and customer and supplier obligations are managed.

### Challenges

- Slow, manual contract lifecycles are inefficient, with bottlenecks
- Answering stakeholder questions takes away from more strategic work
- Locating contracts and lack of insight into the process distracts and contract language from strategic work
- Struggle to stay on top of obligations, renewals, and terminations, impacting revenue and risk
- Contract data is siloed, and departments struggle to get information where they need it

### Benefits

- Reduce cycle time, access approved templates and clause library, and automate workflow
- Contract Copilot immediately answers contract questions
- Quickly find contracts; reports and analytics provide insight into process and contract language and CLM AI summarizes agreements and flags risks
- Create, track and manage customer and supplier obligations and renewals
- Natively built on Salesforce; integrate contract data to ERP and Procure-to-Pay systems

## Results achieved with Conga for Salesforce

**96%** Conga customer satisfaction

**43%** Increase in contract compliance

**75%** Faster deal approval

## Features

- **Document creation:** Templates and playbooks increase compliance. Self-service intake forms enforce guidelines when generating agreements.
- **Collaboration:** Standardize, customize, and automate workflows. Self-service access to pre-approved contracts, templates, and a clause library. Redline and track audit history.
- **Reporting:** Tracks obligations, compliance, cycle time, contract volume, and more.
- **Visibility:** Quickly find contracts and related information in a secure repository. Contract Copilot summarizes contracts and instantly answers questions.
- **Supplier/Customer management:** Identify obligations to ensure you and your suppliers meet commitments. With Contract Copilot, identify up-sell opportunities and execute timely price increases, and compare supplier pricing and discounting.
- **Integrations:** APIs and Connectors. Author, negotiate, and review with Microsoft Word. Work in Word as well as native support for Conga Sign, DocuSign and AdobeSign.

## Case Study: ELSEVIER

### Challenge

Elsevier is a growing publishing and analytics provider, and their global quote-to-cash processes were becoming increasingly complicated.

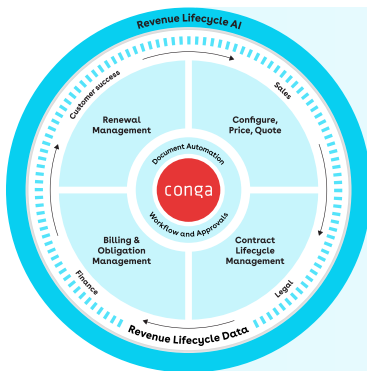
“The fragmented quote-to-cash process resulted in version control issues, mistakes, long processing times and a lack of insight into contract status. Sales had to step outside Salesforce CPQ to complete work, adding time to the contract cycle,” said Matt Cumberlidge, Head of Quote to Cash program at Elsevier.

### Solution

Contracts for Salesforce enables Elsevier to take control of contract processes, so all contracts are accurate and up-to-date, and actions are recorded. Conga removes legal headaches with pre-approved language and clauses, so sales can negotiate and execute contracts in compliance with policies.

### Results

- Simplified creation, negotiation, and approval of contracts in Salesforce
- Reduced contract generation time from days to hours
- Faster time to revenue



Today's leaders have a unique opportunity to gain a revenue advantage; however, this requires a team effort. Conga Advantage Platform combines Configure, Price, Quote, Contract Lifecycle Management, and Document Automation capabilities on a single open platform. Powered by a unified revenue data model, complete revenue intelligence, and purpose-built AI to help companies address their most complex revenue-related contract questions.



For more information

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