

Conga contract management for biopharma industries

For biopharma industries, efficient contract processes are key to success



Streamline pharma contract processes end-to-end with Conga

Highly regulated biopharma operations run on contracts—with suppliers, clinical research organizations, distributors, hospitals, and pharmacy benefit managers. Creating efficient, effective end-to-end contract processes are essential to organizational success.

With Conga contract lifecycle management (CLM) solutions, which are fully integrated with Salesforce, biopharma organizations can automate the contract lifecycle, drive business agility, improve visibility, and achieve compliance across legal, procurement, clinical, and sales teams.

Challenges

- Working across disparate systems creates inefficient workflows
- Risk and regulatory compliance obligations are difficult to manage
- Lack of visibility into existing contracts, terms, and reporting
- Adherence to quality standards and performance management
- Manual processes slow contract cycles

Benefits

- Drive operational efficiency across legal, sales, procurement, and clinical by all working in one system
- Visibility and standardization of terms with a clause library and intelligent search, which allows for better regulatory compliance management (i.e. FDA, Stark Laws, etc.)
- Ability to capture and track obligation and performance conditions, such as adherence to quality standards and pharma code of ethics
- Improve contract efficiency with the ability to mass create agreements, regulate with a legal language library, and automate an end-to-end lifecycle management process

53% of healthcare companies with automation solutions want to expand their capabilities.²

More than a third of U.S. healthcare costs are spent on administration.¹



“Since Avanir launched Conga CLM solution, Avanir has unequivocally established the CLM standard in a highly regulated industry.”

Joseph Le | Contracts Manager for Avanir

conga.com/customer-stories/avanir

Avanir’s business outcomes:

400%
decrease in
contract cycle
times

200%
increase in
agreement volume

100%
adoption on
day one

By housing all contracts in one central repository, Avanir Pharmaceuticals transformed its previously messy and manual contract management process into one of transparency, alignment, and automation. Avanir even achieved an ambitious goal of getting all users and contracts into Conga CLM on day one.

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Streamline and automate the contract lifecycle that's so essential to every pharma business. Create better integrated, more efficient contract processes while increasing visibility, efficiency, and compliance.

Conga's CLM solutions help organizations reduce risk, improve visibility, and adapt to regulatory change with agility. No matter your needs, we have a set of CLM solutions to help you automate and integrate all of your contracting needs in a unified solution.

Conga CLM

A modern solution for contract management in a digital world, Conga CLM provides automation, risk reduction, visibility and compliance to accelerate Commercial Operations.

Conga Contracts

With Conga Contracts, you control how contracts are created, shared, and stored. Conga Contracts lets you automate key contracting steps to give you faster cycle times, lower risk, and increased compliance.

Conga Contracts for Salesforce

Create, negotiate, and approve contracts in Salesforce to simplify and accelerate sales cycles. Give your sales teams the power to build and negotiate their own contracts while reducing risk. Get insight into single contract status and overall contract processes, and automatically store contracts.

Conga Approvals

With Conga Approvals, teams can set up automated approvals, flexible approval processes, unlimited step creation, and mobile compatibility for greater efficiency and fewer errors.

Conga Sign

Secure the signatures you need for your business-critical agreements. Speed up approvals, reducing the time to "yes" from days to minutes. Sign proposals quickly and securely, saving costs and reducing risk, while delighting your customers with ease and efficiency.



For more information

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