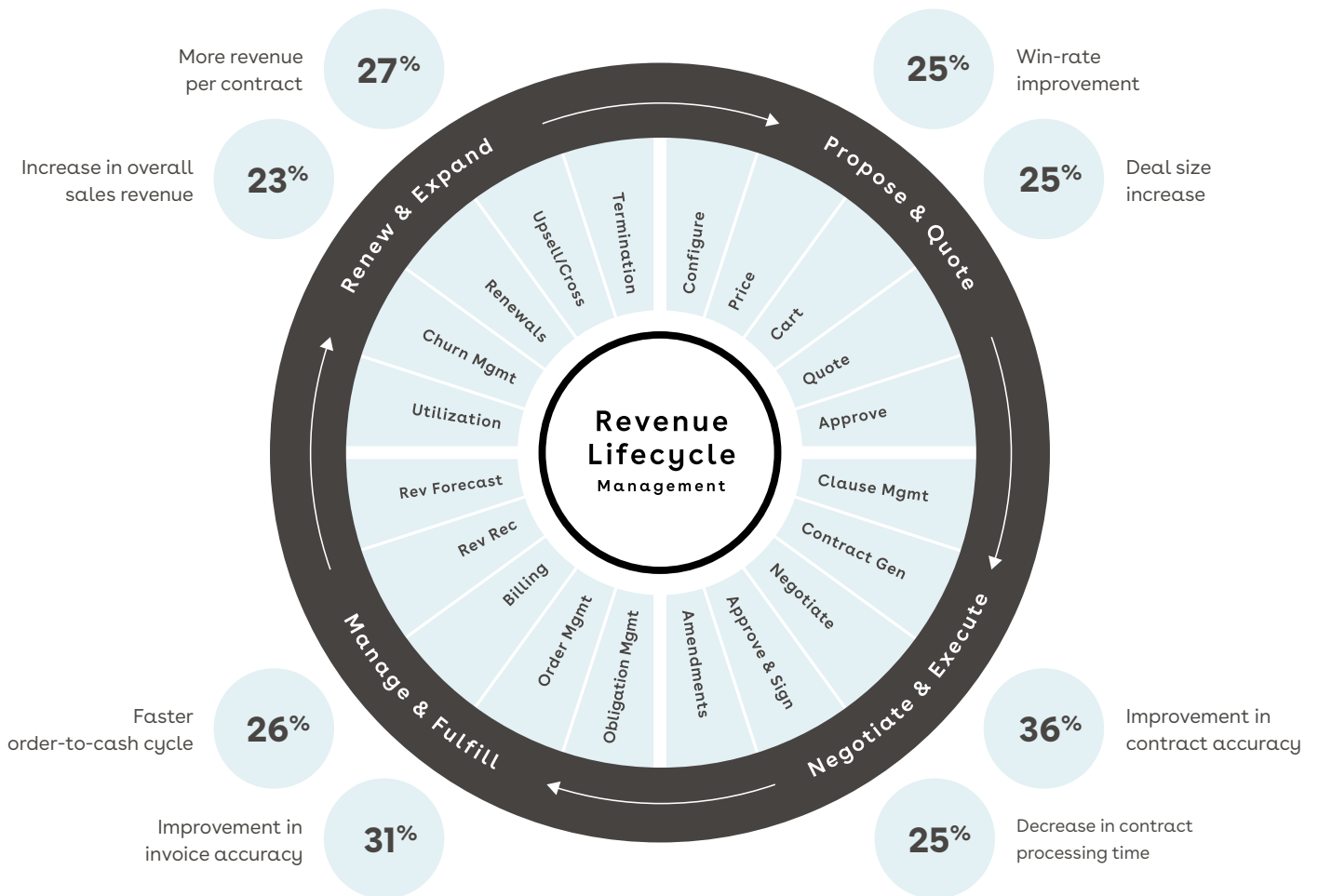# Conga Revenue Lifecycle Management Solution

Crush complexity. Deliver certainty.

Past revenue solutions have been complicated, disconnected, and difficult to manage. Conga's Revenue Lifecycle Management Solution unifies, automates, and standardizes revenue operations processes across all teams to create one fully visible revenue lifecycle—not several, fragmented ones.

27% More revenue per contract

23% Increase in overall sales revenue

25% Win-rate improvement

25% Deal size increase

36% Improvement in contract accuracy

25% Decrease in contract processing time

26% Faster order-to-cash cycle

31% Improvement in invoice accuracy

Revenue Lifecycle Management

Renew & Expand: Termination, Upsell/Cross, Renewals, Churn Mgmt, Utilization

Propose & Quote: Configure, Price, Cart, Quote, Approve

Negotiate & Execute: Clause Mgmt, Contract Gen, Negotiate, Approve & Sign, Amendments

Manage & Fulfill: Rev Forecast, Rev Rec, Billing, Order Mgmt, Obligation Mgmt

Propose and Quote

Throughout the revenue lifecycle, Conga's Configure, Price and Quote (CPQ) solutions allow you to sell easily and more effectively. Enable your teams to configure pricing, discounting, carts, and more to build out complex proposals, contracts, and other critical business documents. Confidently fulfill business faster and standardize your pricing and cart with the most scalable and configurable CPQ solution on the market.

Manage and Fulfill

Nurturing and closing the deal was a major investment and now it's time to collect—but how do you do it? Stop sacrificing your customer's experience during the billing process and free up your sales teams to focus on your customers. Make it easier to up-sell or cross-sell your services to your loyal and happy customers with an automated billing system.

Negotiate and Execute

Improve your revenue lifecycle using Conga's contract lifecycle management solutions to achieve efficiency and gain strategic insights. Streamline both internal and external communication and collaboration on contracts, increasing visibility throughout the entire process. Increase customer satisfaction with Conga's artificial intelligence (AI) by putting negotiation power in the hands of the field, this enables you to improve visibility, get insights of what contracts need action when, and increase deal velocity and realize revenue faster.

Renew and Expand

Business viability is both a function of acquiring new customers and, more importantly, retaining them. Conga's renew and expand solutions provide an automated process for the creation and execution of renewals, leading to higher rates and delighted customers. With visibility into the entire revenue lifecycle in a single source of truth, you know which accounts are coming up for renewal, your customers' propensity to buy, and can intervene early to ensure nothing is lost.

Simplifying revenue operations for thousands of customers...

Benefits of Conga's Revenue Lifecycle Management Solution

- **Single data model**
  A single source of truth eliminates silos and delivers trusted analytics for the entire revenue lifecycle, allowing insight-driven, executive decision making like never before.

- **Open platform**
  Conga's API-first architecture enables companies to integrate directly into their enterprise apps, CRMs, and ERPs for a seamless revenue operations experience.

- **eSignature**
  A contract is only good if it's signed—gather signatures that can be enforced on any app and comply with any industry quickly using Conga Sign.

- **Artificial intelligence**
  Increase customer satisfaction with Conga's artificial intelligence (AI) by putting negotiation power in the hands of the field. This enables you to improve visibility, get insights into what contracts need action, increase deal velocity, and realize revenue faster.

- **Best in-class capabilities**
  Whether you are using one feature or a holistic unified set of capabilities, Conga gives you material business value and provides simplicity in an otherwise complex revenue lifecycle.

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