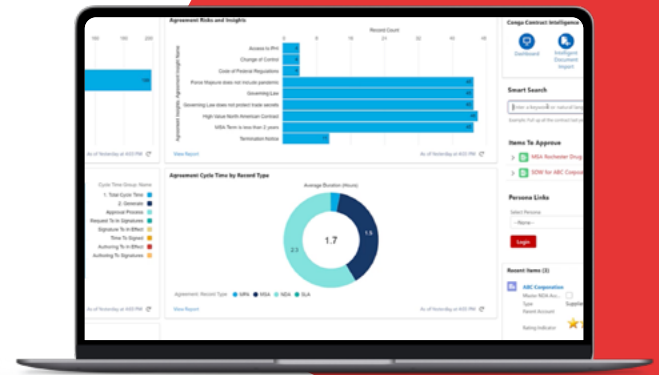# Conga CLM for legal teams

Manage risk and streamline operations

100% of legal departments say their workload is rising faster than their budget

Conga CLM, with ethical, industry-leading CLM AI, empowers legal teams to manage the contract lifecycle efficiently. Reduce contracting cycle time by 75% while enhancing compliance to ensure better contracts faster and better outcomes so legal can focus on more strategic work. Speed up review and negotiation with pre-approved templates, clause libraries, and CLM AI to identify risk. Reports and tracking ensure renewals and obligations are managed.

Challenges

- Slow, manual contract lifecycles are inefficient, with bottlenecks
- Pressure to increase productivity with limited resources can add risk
- Locating contracts and lack of insight into the process distracts from strategic work
- Lack of insight into the contract language
- 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, instantly access approved templates, and automate workflow
- Speed negotiation with CLM AI risk scoring and suggested language
- Quickly find contracts; reports and analytics provide process insight
- With CLM AI, summarize agreements and identify compliance gaps
- Integrate and sync contract and related data to CRM, ERP and Procure-to-Pay systems
- February '25—automatically identify and track obligations

Results achieved with Conga CLM

55% increase in contract compliance

+85% in efficiency

30% reduction in administrative costs

Features

- **Document creation:** Dynamically populate templates with customer data from your CRM. Self-service intake forms enforce guidelines when generating agreements.

- **Collaboration:** Standardize, customize, and automate workflows. Collaborate with internal departments and external parties. Redline simultaneously and track audit history.

- **Risk assessment and management:** CLM AI flags risks that require a thorough review, suggesting language based on guidelines.

- **Reporting:** Custom reporting tracks obligations, cycle time, customer discounts, and more.

- **Visibility:** Quickly find contracts and related information in a secure repository using Smart Search. Contract Copilot summarizes contracts and instantly answers questions.

- **Customer/supplier management:** Identify obligations to ensure you meet commitments and track counterparty commitments.

- **Data extraction:** Fast, accurate CLM AI extraction of text and data for automatic tracking and reporting; import and analyze 3rd party documents.

- **Integrate:** APIs and connectors to any CRMs and native integrations with Salesforce. Negotiate and review with Microsoft Word and Google Docs. Native support for Conga Sign included and support for DocuSign and AdobeSign.

Case Study: QuintilesIMS™

Challenge

QuintilesIMS lacked a central contract repository, leading to multiple challenges:

- Prolonged contract lifecycle

- Duplicate entry, process redundancies, and communication gaps

- Disparate processes causing a lack of contract visibility across the company

Solution

QuintilesIMS quickly decreased duplicate data entry, as well as a dramatic reduction in contract cycle time due to the use of pre-approved clauses and agreement templates. They also benefited from a central repository for their sales, legal, and finance teams for increased visibility and faster access to relevant contracts. Conga CLM streamlined their contract management process while still meeting stakeholder requirements.

Results

- 75% faster approval time for deals

- 100% faster contract processing time

- 75% increase in contract accuracy

- 50% increase in contracting volume

- 75% more deal flow visibility
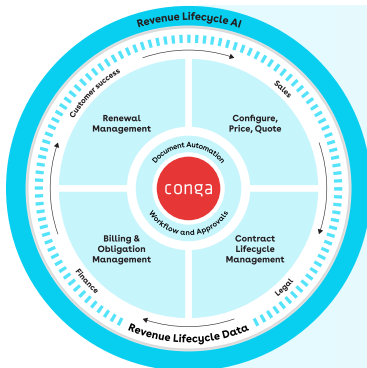
Today's leaders have a unique opportunity to gain a revenue advantage; however, this requires a team effort. Conga Advantage Platform combines Configure, Price, Quote, Contract Lifecycle Management, and Document Automation capabilities on a single open platform. Powered by a unified revenue data model, complete revenue intelligence, and purpose-built AI to help companies address their most complex revenue-related contract questions.