



EXECUTIVE SUMMARY

Minimize risk and increase standardization with Conga

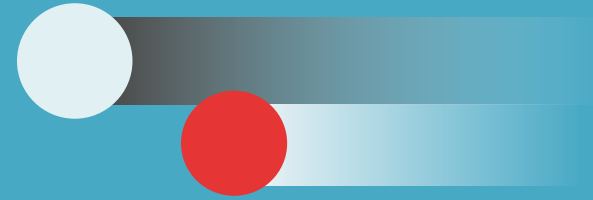
More than ever, legal teams have a duty to shield their organizations from unnecessary legal risk in an increasingly competitive and complex business environment. Most teams are focused on abiding by rules, regulations, and other compliance standards that could cost their companies dearly if violated.

But others are realizing that the bigger risk to the company is lost revenue from vague contract language or rogue clauses that give away too much value. In the race for revenue generation and retention, it's easy to let small but important details in

non-disclosure agreements (NDAs), master service agreements (MSAs), service contracts, and sales quotes slip through the cracks in favor of closing more. Yet, each has the potential to come back and haunt the company down the road.

Conga's contract lifecycle management solutions help legal and sales teams standardize contract language, workflows, and approval processes to minimize risk without jeopardizing much-needed speed and control in the sales cycle.

Higher risk, lower reward: contract challenges for legal and sales teams



Contract language control

In high-volume sales environments, contract language is a source of constant anxiety and risk. Often, language is inconsistent across the organization—especially when contracts involve a range of custom clauses, terms, and conditions. Large and complex contracts feature dozens of specific obligations (responsible parties, due dates, and other essential terms) that must be precise and correct.

Timely contract updates

Sales teams are under pressure to sign new deals or renewals quickly in support of revenue and performance goals. Different customers have different demands, and every change or modification in a negotiation triggers updates to contract clauses that can overwhelm legal teams and bring contract cycles to a grinding halt. Worse, industry regulations change frequently and each one means legal teams must update contracts to remain compliant—a time-consuming and resource-intensive process.

Avoiding costly rogue clauses

In the pursuit of client acquisition or retention, sales teams may offer enticements or incentives to close a deal after tough negotiations. But the rogue clauses highlighting these incentives may give away too much value or revenue to the client, or violate corporate policy, industry regulations, or compliance standards. In both cases, legal has to step in, becoming an unavoidable slowdown in the revenue process and creating what can feel like a no-win situation.



Conga contract lifecycle management



Conga's contract management solutions help legal teams better define and control contract language without adversely impacting sales cycles. Conga's integrated platform of solutions enables legal teams to:

Simplify negotiations and contract details

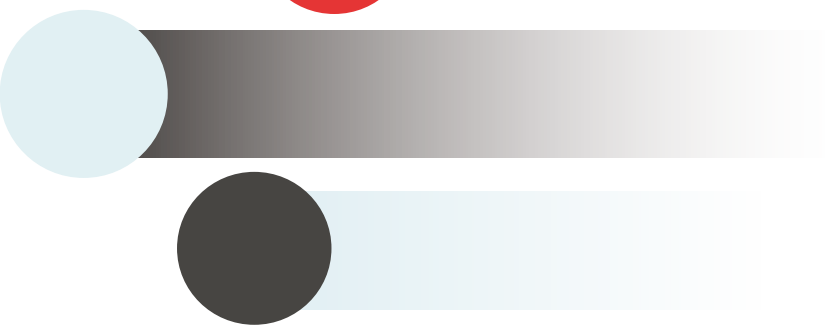
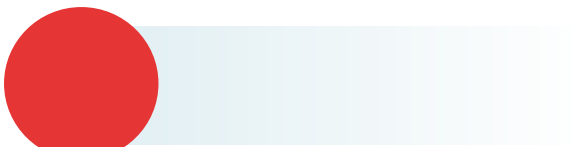
Legal teams can use Conga's pre-approved clause library to create alternate clauses that enable "clause swapping," empowering sales teams to independently take on more of the negotiation process without increasing exposure or risk. Now, legal teams can create contract clauses covering every conceivable obligation—responsible parties, due dates, delivery timelines, and more—for sales teams to use throughout their negotiations without the risk of rogue clauses or falling out of compliance with myriad rules and regulations.

Improve security and speed

Purpose-built document templates help legal teams standardize everything from master service and non-disclosure agreements to service contracts, sales quotes, and more. Document creation is simplified with the native integration between the pre-approved clause library and document template, meaning each clause selected from the library auto populates the contract in the right place, dramatically reducing language mistakes and the time required to complete a legally sound contract.

Each template exists in a controlled, secure environment in which documents can be fully locked down to prevent unwanted or unauthorized changes. Yet, there's no limit on how many variations of the templates teams might create to meet their unique demands.

When revisions are necessary, users can update them using a familiar Microsoft Word interface that doesn't require additional training which can delay the contract process. These intuitive templates empower sales teams to self-service many of their needs, alleviating the burden on their overstretched counterparts on the legal team.



Standardized, repeatable, and low-risk contract operations

Organizations of all sizes, industries, and geographies use Conga solutions to transform outdated and ineffective contract operations. For example, Huntsman—a global leader in manufacturing—enjoys 40% faster contract cycle time and 92% faster reporting from standardizing its global contracting process and introducing instant approvals via mobile using Conga CLM.

Conga's software helps virtually any legal team eliminate the need for extensive legal intervention in the contract processes. By leveraging the guard rails established by standardized language and automated contract creation, legal teams no longer have to weigh the consequences of choosing speed to revenue vs control.

To learn more about Conga's contract lifecycle management solutions, [contact us](#) today or [schedule a demo](#).

[Schedule a demo](#)

HUNTSMAN

Enriching lives through innovation



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