

## HEALTHCARE &amp; LIFE SCIENCES

# Outcomes-based agreements with Conga CLM

Increase sales, manage risk, and exceed expectations



## Unlock market access for life-changing medications through innovative, outcomes-based agreements

The completion of the Human Genome project almost twenty years ago led to a wave of innovative and life-saving drugs over the past several years. Often these treatments are expensive, unproven, and focused on a small patient population. The complexity of today's healthcare ecosystem adds to the challenge in creating mutually beneficial models for market access.

Conga Contract Lifecycle Management (Conga CLM) is an end-to-end contract lifecycle management solution built to automate highly complex processes that span geographies and multiple departments. It empowers everyone involved in the process by increasing contract visibility and enforcing compliance to mitigate risk.

### Challenges and pain points

- Existing business model frameworks don't provide the needed flexibility for outcomes-based agreements
- Process and constraints are vital to meet requirements of emerging outcomes measurement solutions.
- Manual contract processes slow down cycles and lead to lost sales.

### Business solutions

- Flexible frameworks including metrics, descriptions and variable payouts ease new agreement creation.
- Approval processes and guided views provide guiderails to the Market Access team.
- Contract automation connects every step from request to signature.

## Real outcomes from Conga CLM customers

**45%**

increase in  
contract accuracy

**43%**

increase in  
compliance

**42%**

faster contract  
processing

### Modern contract lifecycle management for a digital world

Conga CLM has the features you need to streamline provider agreements from start to finish.

#### Automated contract processes

Take control of creating, negotiating, and executing your contracts for faster cycles.

#### Pre-approved language

Eliminate lengthy delays in legal approval by incorporating standard language and clauses.

#### Contract visibility

360-degree view of the entire contract cycle, including negotiations, emails, documents, and more.

#### Synchronized data and versions

Changes in contracts are reflected across all agreements regardless of source.

#### Contract analytics

Get visibility into renewals, expirations, cycle times, compliance, and risks

#### Contract repository

Store final contracts, approval history, and change history in a secure repository.

#### Conga Grid

Work within your Outcomes-Based agreement record to define your program utilizing Conga Grid's flexible views.