

Protect every revenue opportunity

Strategies to overcome the errors and delays that drive customers away from the deal



As a sales leader, delivering revenue for the business is your number one priority. You need fast, easy ways to make accurate decisions and remove barriers that cause deals to fail.

The problem is, there are so many obstacles that stand in the way of closing a deal. Pricing complexities. Drags on the negotiation process. Disconnects between offers advertised across websites.

You're already working on improving the sales process to bring in more opportunities and increase revenue. Now you can take your efforts one step further: protect the deals that are almost across the finish line.

When you add intelligence to the process, you eliminate the issues that frustrate customers and threaten revenue opportunities.

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Simplify quoting

In most organizations, ordering is complex. The sheer number of variables and configuration dependencies such as product attributes and options, discounts, markups, and promotions results in a complicated quoting process. Quotes can be confusing and inaccurate.

An intelligent solution codifies your organization's rules and dependencies to enable smart quoting, ordering, and policy compliance. Business rules are centralized, automatic, and available in real-time, ensuring that each product is configured correctly, priced correctly, and manufactured correctly—every time.

With intelligent quoting, you can:

- Control, organize, and manage pricing variables and complexities.
- Quote accurately without losing speed.
- Integrate quote creation templates with contract processes to automate renewals.

See how [Embraer](#) streamlines their quote-to-renewal process.

Shorten contract processes

When the contracting process is unnecessarily long and drawn out, customers become frustrated and simply walk away. It's hard to lose a deal, especially when you know that cumbersome contract processes are to blame.

An intelligent solution automates all contract processes to avoid the tedious back-and-forth during redlining and negotiations. It ensures every contract is compliant and that approvals are quick and dynamic.

With an intelligent contract lifecycle, you can:

- Eliminate deal slowdowns that chase away customers.
- Speed up the sales cycle to win revenue faster.

See how [Thomson Reuters](#) maximizes their sales efficiency.

Protect every revenue opportunity

Connect data to a single source of truth

Many companies struggle to centralize their pricing data, increasing the likelihood for rogue pricing and discounting. If your customers are getting inaccurate or inconsistent information wherever they're looking or asking, it's another chance they'll get frustrated and walk away.

An intelligent solution links up all sales data across websites and partner channels to keep prices clear and up-to-date. It ensures customers always receive accurate information—whether they're getting it via the web or over the phone.

With intelligent data, you can:

- Eliminate rogue discounting and pricing to prevent revenue losses.
- Build customer confidence with consistency.

See how [Finning International](#) leverages a single source of truth for their sales team.

Earn ROI in just 90 days

Why work hard to nurture a prospective relationship only to let it fall apart right at the finish line?

When you add intelligence to your sales process, you can measure the impact of process improvements on revenue. Compare the number of deals won vs. lost, month over month, to see how often you keep customers from walking away.

With an intelligent solution, you can see a return on your investment in as few as 90 days.

Protect every revenue opportunity

Fast-track revenue with the right solution

An intelligent solution provides a centralized system of record that helps you:

- Give customers an easier, streamlined, and more satisfying experience.
- Gain control over pricing, discounts, and other variables.
- Create a faster, more effective contracting process.
- Protect every revenue opportunity and close more deals.

**Learn more about how
you can deliver more revenue
with Conga's suite of solutions.**

[Schedule a demo](#)



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