



DATA SHEET

Conga Contracts

Contract management for departments



Compact, yet robust end-to-end lifecycle management for legal and procurement departments

Conga Contracts automates and standardizes the contracting lifecycle to increase speed, lower risk, and ensure compliance. Built specifically for legal and procurement department use, it manages both buy and sell side contracts, and works with any CRM.

Challenges

- Manual contract processes are complicated, time-consuming, and hard to track
- Lack of auditing making it hard to tell who made changes within contracts or who approved any given contract.
- Risky contracts executed without approval
- Renewals are easily missed
- Physical contracts can be misplaced
- Non-standardized processes lead to greater risk and reduced compliance
- No visibility and security
- No single solution for all contracts
- Colleagues do not know where their contracts are in the negotiation and approval process

Key benefits

- Provides colleagues with visibility into where a contract is in the negotiation and approval process
- Standard, approved templates are used to create contracts
- Clause libraries are used to standardize contract language
- Standard workflows & approvals ensure compliance and reduce risk
- Automate mundane tasks to focus on more strategic work
- Secure contract repository stores history and contracts don't get lost
- Advanced reporting used to optimize the process
- One solution to manage all contracts

“ Using Conga Contracts to manage contracts worldwide, Qualcomm successfully eliminated several time-consuming manual processes, implemented contract lifecycle features, and increased accuracy of contracts. ”

Lois Peterman, Functional Lead | Qualcomm

83% of legal departments face pressure to improve efficiency and lower costs

- **Repository:** Store, locate, & search all contracts.
- **Artificial intelligence:** Use AI to automatically extract contracts, key contract terms, and ingest that into the CLM for accurate reporting and risk mitigation.
- **Third-party contracts:** Bring third-party contracts into the system. Track, compare, map fields, & identify clauses to be saved.
- **Alert notifications:** Create & deliver notifications for each step in the process.
- **Contract creation:** Leverage existing company metadata to create a new contract profile.
- **Redlining & True-Up™:** Automatically track changes & record accepted changes in your system of record.
- **Reporting & analytics:** Enable standard & ad hoc reports on contract status & timelines.
- **MS Word plug-in:** An intuitive plug-in allowing your clause library to run inside of MS Word.
- **Clause library:** Store commonly used clauses & alternates to speed up contract negotiations.
- **Workflows & approvals:** Automatically route tasks to appropriate parties & track interactions & cycle times.
- **eSignature integration:** Sign or capture a signature from any connected device, on the go.
- **Salesforce integration:** integrate with Salesforce to associate contracts with customer records
- **API:** Public API provides a set of web services for users to create & modify data in the system. (Supports both SOAP & REST clients.)
- **Scorecard:** Custom quantifiable scorecards for your companies, contracts, & projects.
- **Negotiation portal:** Collaborative workspace providing secure access for buyers & sellers to invite participants to a negotiation to share information, exchange documents, negotiate contracts, & sign documents.

See how our customers improved their KPIs

36%

Improvement in contract accuracy

35%

Reduction in amendments after signature

32%

Improvement in compliance

Amazon Web Services (AWS) and Conga's top revenue lifecycle management solution are making it easier for customers to innovate faster. Together, Conga and AWS enable any organization to securely implement and manage digital transformation across sales, service, support, finance, legal, human resources, marketing, and more.

