



DATA SHEET

# Contract management for biopharma manufacturing



**Contracts are critical to pharma operations where the majority of business is driven through contracts with suppliers, clinical research organizations, distributors, hospitals, and pharmacy benefit managers**

Despite the critical role contracting plays, it's rarely a mature business process for most pharma manufacturers. As a result, common challenges include inefficiencies, risk exposure, and poor visibility into obligations across the enterprise. These lead to poor contracting experiences, which jeopardize valuable relationships with suppliers, partners, and customers.

Conga contract lifecycle management (CLM) for biopharma manufacturing helps organizations automate the contract life cycle, drive business agility, gain visibility, and achieve compliance across legal, procurement, clinical, and sales teams.

### Administration and drafting

Drive speed and accuracy with automated, dynamic playbooks

### Negotiation

Streamline proposal and tender negotiation

### Approval and signature

Collaborate across teams for deal evaluation and finalization

### Execution

Standardize contract execution process across vendors and customers

### Reporting and compliance

Track performance to drive renewals and amendments

“ The real value is that we will provide the business owners of these contracts really accurate data. And moving forward, we will have a better sense of our contracting universe. ”

Greg Bennet | Manager of Legal Operations at Gilead Sciences



## Conga CLM is built for the entire enterprise, providing a strategic asset that enables agility, reduces risk, and brings visibility to the contract process.

### Sales: Keep sales teams ahead of the competition

- Accelerate contract cycle times
- Minimize unapproved discounting and deal terms
- Enforce contract compliance with distributors, GPOs, and customers

### Procurement: Optimize productivity, reduce cost, and improve procurement lifecycle visibility

- Reduce supplier selection time for tender and RFP processes
- Streamline supplier pre-qualification and onboarding
- Drive vendor compliance and optimize costs across supply chain

### Clinical: Improve compliance and visibility across multiple stakeholders

- Manage study budget and link contract obligations to R&D project milestones
- Standardize preferred terms and clauses to meet regulatory and country-specific legal requirements
- Minimize delays and adhere to study timelines

### Legal: Improve contract compliance and eliminate contract dispute

- Drive operational efficiency across the entire contract lifecycle
- Support sales, procurement, and clinical teams in bids, tenders, and contracts
- Gain visibility into risk, compliance, and obligations from a single source of truth

## Real outcomes from Conga CLM customers

45%

Increase in contract accuracy

43%

Increase in contract compliance

42%

Faster contract processing

42%

Increase in contract processing volume

### Featured customers



For more information

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