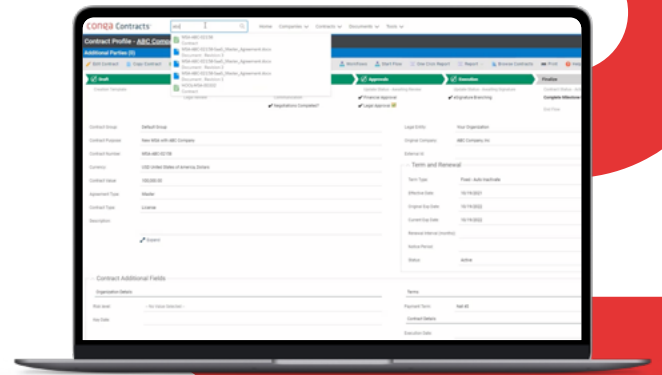


Conga Contracts for Salesforce Editions

Optimize contracts, reduce risk



Accelerate contracting time by 75% with faster, more efficient workflows and document creation while reducing risk

Contracts for Salesforce allows you to manage the full contract lifecycle directly in Salesforce, simplifying and accelerating sales cycles. CLM AI-driven insights help you make better decisions by summarizing contracts, immediately answering document-specific questions, and providing calculations.

Contracts for Salesforce offers a straightforward contract management solution that integrates with records to track agreement status and approval workflows so they go to the right people at the right time. Stay up to speed with alerts and track contract progress.

Negotiator Edition

Rapidly generate and store contracts

Business Edition

Generate and store contracts, and accelerate the contracting process with workflow automation, clause library, redlining and search

Enterprise Edition

Unmatched capabilities in contract lifecycle management including creation, clause library, workflow, negotiation, collaboration, signature, reporting and storage

“ Adding Conga Sign and Conga Contracts for Salesforce encourages our staff to become more proficient in Salesforce and efficient in their work. ”

Ann Baker | Director of Business Systems at Edmentum

Conga Contracts for Salesforce Editions

Edition comparison

Features	Negotiator	Business	Enterprise
Contract request			
Contract request wizard	via Salesforce Flow		
Self-service contract request	via Salesforce Flow		
Customer/partner portals	\$ Experience Cloud in Salesforce		
Contract generation			
Generate contracts	•	•	•
Contract templates via Conga Composer	Standard	Standard	Standard
Support for multi-language templates	•	•	•
Conditional template assembly		•	•
Contract lifecycle and obligation management			
Contracting objects (data model)		•	•
Lifecycle action (request, negotiate, activate, terminate, renew, amend)	via Salesforce Flow		
Agreement hierarchy	•	•	•
Identify and track obligations	•	•	•
Customize tabs and languages	•	•	•
In-effect view	Salesforce List View		Conga Grid
Contract execution			
Conga Sign			•
Integration to e-Signature (DocuSign/Adobe Sign)	No advanced integration required		

\$: Capability offered at an additional cost

Conga Contracts for Salesforce Editions

Edition comparison

Features	Negotiator	Business	Enterprise
Approvals and workflows			
Contract-level approvals	via Salesforce Flow		
Clause-level approvals		•	•
Conga approvals (including queues, delegation of authority matrix, out-of-office)		Pro-Services implements	
Workflow designer	Salesforce Flow		
Contract playbook and negotiation			
Clause library		•	•
Clause playbook in Salesforce		•	•
Contract true-up (data reconciliation)	•	•	•
Online contract redlining		•	•
Collaboration in Microsoft Word 365	•	•	•
Slack integration	•	•	•
Check-in, check-out, and versioning	•	•	•
Send for review via Microsoft Word and Outlook	•	•	•
Contract repository (search and retrieve)			
Central repository	•	•	•
Search terms and clauses		•	•
Version control and audit trail	•	•	•
Reporting and analytics			
Standard reports and charts	•	•	•
Alerts and notifications	•	•	•
Share and schedule reports	•	•	•
Self-service report creation	•	•	•
Cycle-time reporting	•	•	•
Salesforce Analytics Business Intelligence	\$	\$	\$
Platform, security, and administration			
Single sign on (SSO)	•	•	•
Public REST APIs	•	•	•

\$: Capability offered at an additional cost

Conga Contracts for Salesforce Editions

Edition comparison

Features	Negotiator	Business	Enterprise
Document-level security	●	●	●
Detailed audit history	●	●	●
Mobile capabilities	●	●	●
Clicks-not-code administration	●	●	●
User permission management	●	●	●
User-role hierarchy	●	●	●
Data sharing rules	●	●	●
Multilingual and currencies	30+	30+	30+
CLM AI			
Contract AI and Contract Copilot	\$	\$	\$
Implementation, training, adoption, and support			
Conga Community membership	●	●	●
Quick start training videos	●	●	●
Configurable KPI and adoption dashboards	●	●	●
Implementation	\$	\$	\$
Conga Learning Center credits	\$	\$	\$
Self-service documentation	●	●	●
Additional paid customer support	\$	\$	\$
Conga managed services	\$	\$	\$
Additional applications			
Conga Grid Productivity tool in Salesforce that allows you to manage data from a single screen	\$	\$	\$
Conga X-Author for Excel Access and control your CRM data within Microsoft Excel	\$	\$	\$
Conga Composer Streamline on-brand, professional looking documents	Standard	Business	Business
Conga Orchestrate Streamlined workflow automation	●	●	●
Conga Configure, Price, Quote (CPQ) Accurate and efficient quoting and pricing, no matter the complexity	\$	\$	\$

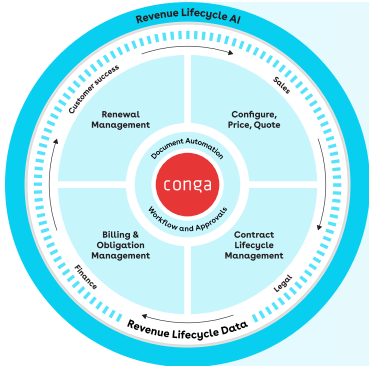
\$: Capability offered at an additional cost

Conga Contracts for Salesforce Editions

Edition comparison

Features	Full user	Request / view-only user
Request, create, view and edit contract agreement	•	•
Upload, view & download documents	•	•
View request status	•	•
Send for negotiation	•	•
Access CFS objects	•	•
Customize tabs and languages	•	
Manage obligations	•	
Conga grid views	•	\$
Send for signature	•	\$
Generate a contract	•	
Administration of clause library	•	
View and manage clauses	•	View only
Access view redlines	•	
Access true-up	•	
Access negotiate	•	

\$. Capability offered at an additional cost



Today’s leaders have a unique opportunity to gain a revenue advantage; however, this requires a team effort. Conga Advantage Platform combines Configure, Price, Quote, Contract Lifecycle Management, and Document Automation capabilities on a single open platform. Powered by a unified revenue data model, complete revenue intelligence, and purpose-built AI to help companies address their most complex revenue-related contract questions.

