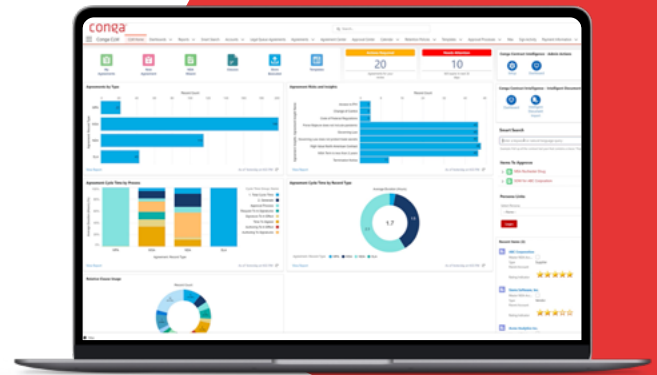


# Conga CLM

Reduce risk and cycle time,  
and streamline operations



## Conga CLM empowers teams with AI to accelerate complex contracting processes and ensure compliance

Conga CLM, with ethical, industry-leading AI, empowers legal, sales, and procurement to manage the contract lifecycle efficiently. Reduce cycle time by 75% while enhancing compliance. Flexible workflows, AI, and the ability to select your own templates, speeds up review and negotiation even for the most complex contracts. Increase renewals, fulfill obligations, and continuously improve your contracting processes.

### Challenges

- Slow, manual contract lifecycles are inefficient, with bottlenecks
- Pressure to increase productivity with limited resources can add risk
- Locating contracts and gaining insight into your contracting process and roadblocks
- Struggle to stay on top of obligations, renewals, and terminations, impacting revenue and risk
- Contract data is siloed, and departments struggle to get information where they need it

### Benefits

- Reduce cycle time, access approved standard contract language, and kick off workflows
- Quickly find contracts. Reports and analytics provide process and contract language insight
- Speed negotiation with AI-driven risk scoring and suggested remediation language
- Anticipate and manage obligations, renewals and terminations
- Work where you want, any CRM, ERP and Procure-to-Pay system or in our UI

## Results achieved with Conga CLM

**96%** Conga customer satisfaction

**43%** Increase in contract compliance

**75%** Faster deal approval

## Features

- **Document creation:** Templates and playbooks increase compliance. Self service intake forms and NDA and MSA workflows enforce guidelines.
- **Collaboration:** Customize and automate workflows. Self-service access to pre-approved contracts and a clause library. Redline simultaneously and track audit history.
- **Risk assessment and management:** AI flags risks that requires a thorough review, suggests redlines and compares the meaning of clauses.
- **Custom reporting:** Track obligations, compliance, cycle, contract type, etc.
- **Visibility:** Quickly find contracts and information in a secure repository using Smart Search.
- **Customer/supplier management:** identify, assign and track obligations to ensure commitments are met.
- **Accurately extract data:** AI extracts text and data from tables and contracts. Optional legal review services provide an additional quality check.
- **Integrate:** APIs and connectors allow you to work in the system and tools of your choice. Work in MS Word and execute contracts in Conga Sign (included), DocuSign, or AdobeSign. Deploy and run on Azure.

## Case Study: EQUINIX

### Challenge

Equinix's manual contracting processes were not easily integrated into the sales process, resulting in inconsistent contracts and several challenges:

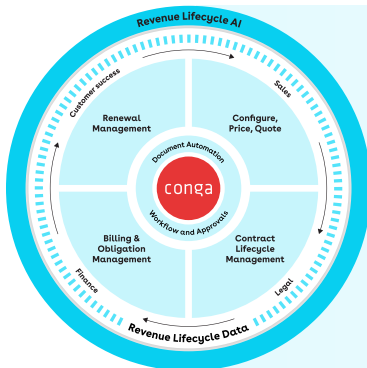
- Long and messy sales cycles that did not support global efforts
- No connection between contracts and the sales process
- Inconsistent brand uniformity

### Solution

Equinix chose Conga to create a seamless, connected sales process integrating contract management. Conga templates reduce human error by 70%, and real-time dashboards deliver visibility into every stage of the contract lifecycle, such as the number of contracts created and in review. Equinix now automates global contract management in a single system and sees everyone on the team supporting Equinix's mission and delivering value to their customers.

### Results

- Reduced contract lifecycle time from 14 days to 90 minutes
- Smoother contract process
- Reduced risk and contract errors



The Conga Advantage Platform is chosen worldwide to accelerate the journey to become a more connected, intelligent business. Conga brings Configure, Price, Quote, Contract Lifecycle Management, and Document Automation capabilities together on a single open platform that works with any ERP, any CRM, and any Cloud. Powered by a unified data model and purpose-built AI, Conga helps companies achieve a unique advantage—one built on seamless connection, actionable intelligence, and scalable growth.



**For more information**

Email [info@conga.com](mailto:info@conga.com) or visit [conga.com](https://conga.com)