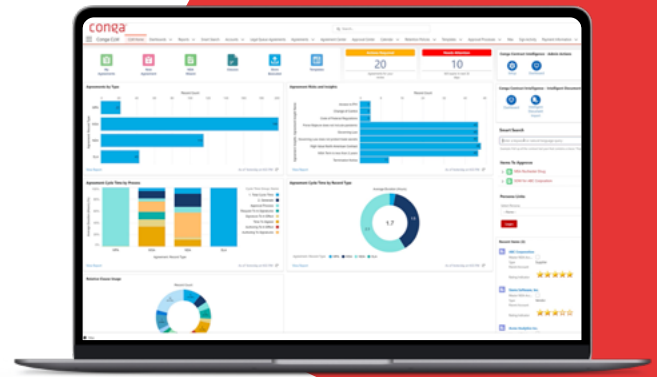


CLM for Salesforce

Reduce risk, streamline operations, and deliver a Revenue Advantage



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 to ensure better contracts and outcomes. Pre-approved language and AI speed up review and negotiation, even for the most complex contracts. Reports and tracking ensure that renewals and customer and supplier obligations are managed.

Challenges

- Slow, manual contract lifecycles are inefficient, with bottlenecks
- Pressure to increase productivity with limited resources can add risk
- Locating contracts and poor visibility into the process distracts from strategic work
- Lack of insight into the contract language
- 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
- Speed negotiation with AI risk scoring, suggested language, and redlining
- Quickly find contracts. Custom reports and analytics provide process insight
- With AI, summarize agreements and get immediate contract answers and portfolio insights
- Identify and manage obligations; prevent missed commitments, renewals, and terminations
- Integrate with ERPs and Procure-to-Pay systems and sync data to increase productivity

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 enforce guidelines when generating agreements.
- **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 require a thorough review, suggesting language based on guidelines.
- **Custom reporting:** Track obligations, compliance, cycle, contract type, etc.
- **Visibility:** Quickly find contracts and information in a secure repository using Smart Search. AI Copilot summarizes contracts and answers questions.
- **Customer/supplier management:** Identify obligations to ensure commitments are met. With AI, identify up-sell opportunities, execute timely price increases, and compare supplier pricing and discounting.
- **Data extraction:** AI accurately extracts text and data from tables and contracts. Contract Copilot and optional legal review services provide an additional quality check.
- **Integrate:** APIs and Connectors allow Legal to work in standalone UI. Work in Word and Google Docs, native support for Conga Sign, as well as DocuSign and AdobeSign.

Case Study: EQUINIX

Challenge

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

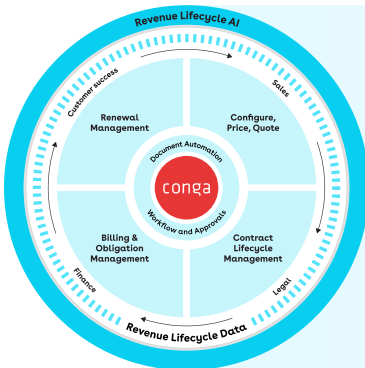
- Long and messy sales cycles that did not support global efforts
- No connection between contracts and the sales process
- Inconsistent brand uniformity

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



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.



For more information

Email info@conga.com or visit conga.com

© Copyright 2025 00256_0225