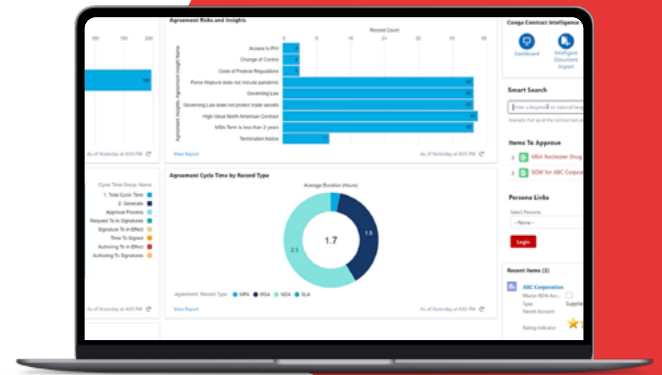


Conga CLM for procurement

Streamline operations
and cut supplier costs



Deliver a revenue advantage and reduce risk and cycle times

Conga CLM empowers procurement leaders to manage contracts efficiently. Reduce contracting cycle time by 75%, working in our standalone interface or integrating with your procure-to-pay system. Templates and approval workflows speed up the process. Reports and alerts ensure visibility, timely renewals, and terminations and track supplier obligations. **Ethical**, industry-leading AI helps identify risks and opportunities to increase negotiating leverage and cut supplier costs.

Challenges

- Slow, manual contract lifecycles are inefficient with bottlenecks along the way
- Lack of insight into contract process and language in contracts
- Pressure to increase productivity, cut costs, and operate with limited resources
- Locating contracts and answering questions can take focus away from procurement efforts
- Struggle to stay on top of obligations, renewals, and terminations, impacting cost and risk
- Departments struggle to get information when and where they need it

Benefits

- Reduce cycle time and instantly access approved standard contract language
- Review contract progress and identify roadblocks; speed up contract negotiation
- Historical data can be quickly accessed to compare previous and current deal points
- With AI, identify and compare prices, payment terms, contract dates/lengths and discounts
- Anticipate and manage supplier obligations and renewals
- Easily integrate and sync contract and related data to CRM, ERP, and procure-to-pay systems

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:** Standardize, customize, and automate workflows. Self-service pre-approved contracts, templates, and a clause library. Redline simultaneously and track audit history.
- **Risk assessment and management:** AI identifies risks that require a thorough review, suggesting language based on guidelines.
- **Reporting:** Custom reporting tracks supplier obligations, spending, savings and more.
- **Visibility:** Quickly find contracts and related information in a secure repository. Contract Copilot summarizes contracts and instantly answers questions.
- **Supplier management:** Identify obligations to ensure suppliers meet commitments. Maintain supplier contacts list, ratings and all interactions.
- **Data extraction:** Fast, accurate AI extracts text and data from tables and contracts for automatic tracking and reporting.
- **Integrate:** APIs and Connectors to procure-to-pay and ERP systems. Author, negotiate, and review with Microsoft Word and Google Docs. Native support for Conga Sign included and support for DocuSign and AdobeSign.

Case Study: UTAH INLAND PORT AUTHORITY — Moving Utah Forward

Challenge

The Utah Inland Port Authority (UIPA) promotes long-term economic growth by managing publicly-owned infrastructure and contracts with government and private entities. The agency had relied on the manual processing of contracts, leading to the following challenges:

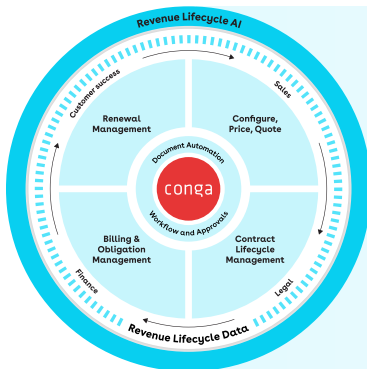
- Lack of transparency
- Inadequate oversight and reviews across teams
- Inefficient signature process

Solution

Using Conga CLM on Salesforce, UIPA expedited negotiation with the clause library and applied dynamic clauses and attachments based on contract type, which is crucial for procurement contracts with varying terms. E-signature accelerated contracting and improved compliance.

Results

- Reduced contract negotiation time from two to three weeks to a few days
- Decreased administrative burden by automating contract creation
- Increased oversight into the lifecycle of each contract



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

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