



EDITIONS

# Conga Contracts for Salesforce Editions

Automate and simplify contract management



**100% of legal departments say their workload is rising faster than their budget**

Conga Contract for Salesforce allows you to create, negotiate, and approve contracts in Salesforce to simplify and accelerate sales cycles. Give your sales teams the power to build and negotiate their own contracts, while reducing risk. Get insight into single contract status and overall contract processes, and automatically store contracts.

Conga Contracts for Salesforce drives sales productivity and increases return on investment (ROI). Balancing speed and control is important in empowering your sales teams while mitigating risks. With Contracts for Salesforce, you can automate and streamline your end-to-end contracting process, including reporting, data management, and eSignature. You will be able to close quicker and bring in revenue faster.

### Generator Edition

**Rapidly generate and store contracts**

For businesses looking to accelerate contract generation and reduce risk for their teams.

### Initiator / Contracts for Salesforce Edition

**Gain deep visibility into your agreements**

For businesses seeking unmatched capabilities in contract authoring, redlining, collaboration, and templating.

# Conga Contracts for Salesforce

Modernize your contracts for the digital world

## Edition Comparison

Feature	Editions Generator	Initiator / Contracts for Salesforce
<b>Contract request and collaboration</b>		
Contract wizard via Salesforce Flow	•	•
Contract true-up (data reconciliation)	•	•
Online contract redlining	•	•
<b>Legal playbook</b>		
Contract templates via Conga Composer	•	•
Contract templates via X-Author (MS Word plug-in)		•
Clause library		•
Support for multi-language templates	•	•
Support for languages for X-Author menus		•
Conditional language in templates	•	•
<b>Contract generation</b>		
Generate contracts from Salesforce	•	•
Generate contracts via X-Author (MS Word plug-in) with legal playbook		•
Conditional contract assembly		•
Generate contracts via Conga Composer	•	•
<b>Contract lifecycle</b>		
Contracting objects	•	•
Agreement hierarchy		•
<b>Approvals and workflows</b>		
Standard CRM approvals	•	•
Clause-level approvals		•
Conga Approvals (including queues, delegation of authority matrix, out-of-office)	\$	\$
<b>Contract negotiation and execution</b>		
Redline and comment via Online Contract Collaboration		•
Term exceptions and automated clause reconciliations		•
Conga Sign	•	•
Integration to eSignature	•	•

\$: Capability offered at an additional cost

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## User type comparison

Feature	Editions Generator	Initiator / Contracts for Salesforce
<b>Third-party paper</b>		
Track terms and clauses in third-party paper		•
<b>Contract repository (search and retrieve)</b>		
Central repository	•	•
Standard text search	•	•
Saved search and filtering capabilities	•	•
Search terms and clauses		•
Version control and audit trail		•
<b>Reporting and analytics</b>		
Standard reports and charts	•	•
Alerts and notifications	•	•
Share and schedule reports	•	•
Self-service report creation	•	•
<b>Advanced capabilities</b>		
Conga Grid	\$	Use limited to CFS
Conga Composer (Business edition)	Use limited to CFS*	Use limited to CFS
Conga Orchestrate	\$	Use limited to CFS
Integration to CPQ	•	•
<b>Platform, security, and administration</b>		
Single sign on (SSO)	•	•
Public REST APIs	•	•
Document-level security	•	•
Detailed audit history	•	•
Sandbox environment	\$**	\$**
Mobile capabilities	•	•
Clicks-not-code administration	•	•
Permissions management	•	•
User-role hierarchy	•	•
Data sharing rules	•	•
Multi-lingual and currencies	•	•
<b>Implementation, training, adoption, and support</b>		
Conga Community membership	•	•
Quick-start training videos	•	•
Configurable KPI and adoption dashboards	•	•
Implementation Accelerator	\$	\$
Conga Learning Center credits	\$	\$
Self-service documentation	•	•
Additional paid customer support	\$	\$
Conga Managed Services	\$	\$

\*CFS is an abbreviation for Conga Contracts for Salesforce

\*\* Sandboxes are managed by Salesforce. Conga extends the licenses to those sandboxes.

\$: Capability offered at an additional cost | CPQ: Requires purchase of Conga Configure Price Quote

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## User type comparison

Feature	Full user	Request / Read-only user
Request/create/view/edit contract agreement	●	●
Upload/view/download documents	●	●
View request status	●	●
Send for negotiation	●	●
Access CFS objects*	●	●
Conga Grid views	●	Incl with Initiator / CFS* Use limited to CFS
Send for signature	●	\$
Generate a contract	●	
Administration of clause library	●	
View/manage clauses	●	
Access view redlines	●	
Access true-up	●	
Access negotiate	●	
Self-service Contracts	●	

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\$: Capability offered at an additional cost | Collaborator Lite users are limited to 30 logins per year



### For more information

Email [info@conga.com](mailto:info@conga.com) or call your local Conga office to talk to an advisor.

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