

Streamline the Entire Contract Lifecycle on the #1 AI CRM

Manage your contracts at different lifecycle stages with greater control from your CRM.

1

Maintain Compliance

Leverage your legal teams pre approved templates and clauses. Create obligations to assure critical clauses are tracked.

2

Generate Contracts with Just One Click

Leverage the unified customer and quote information to generate contracts easily.

3

Streamline the Customer Experience

Generate contract at any stage of the sales cycle. Enable customers to easily collaborate on contract negotiations.

4

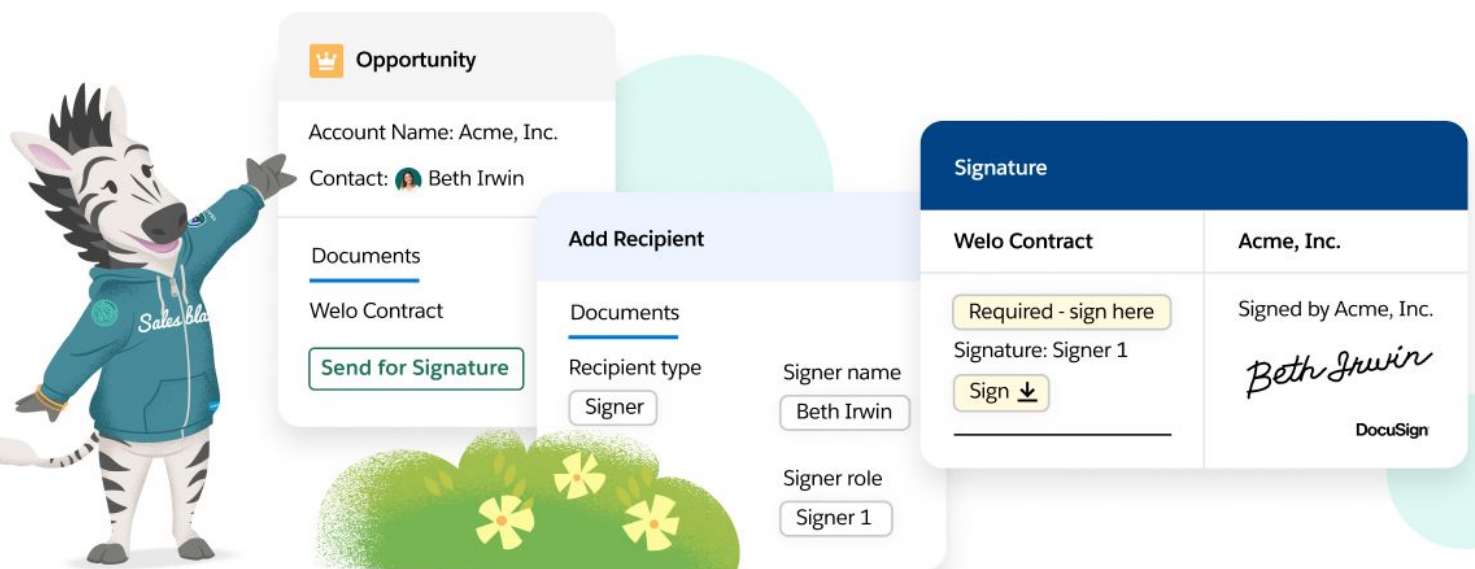
Accelerate Approvals and Signature Workflows

Leverage automated workflows to accelerate the deal cycle with approvals and incorporate e-signature capabilities.

5

Unify Sales, Legal, and Finance Processes

Enable teams to work from a single platform to accelerate deal cycles



How Can You Streamline the Contract Lifecycle?

Access and Manage Contracts and Supporting Documents

- Manage different types of contracts, document versions, and supporting documents in one place with strong access controls from an easy-to-use UI
- Easily track the changes made to contract documents and data at different stages of their lifecycle

Seamlessly Incorporate Contracting within the Sales Cycle

- Create a contract from an opportunity, quote, or order with a single click
- Generate contract draft documents from predefined document templates
- Configure an approval flow to ensure approvals are obtained before sharing any contract with a counterparty

Help Maintain Compliance

- Maintain a library of reusable clauses and leverage them in Microsoft Word 365-based templates and contracts
- Configure approval processes for clauses before they are activated for use in contracts
- Easily track changes made to individual clauses and maintain an audit trail within Salesforce

Improve Collaboration with Redlining for Contract Negotiation

- Enable “in-browser” modification of contracts during review and negotiation
- Capture redlines made by internal users or external parties, and manage formal internal and external review processes

Ensure Faster Contract Execution with Automated Workflow and E-signature Integrations

- Leverage prebuilt clauses and templates and automated approval workflows to expedite cross-team approvals
- Streamline customer sign offs with e-signature platform integrations for seamless transactions

Monitor and Enforce Contractual Obligations

- Capture obligations and track them right from the contract records
- Assign individual stakeholders with specific obligation for fulfilment purposes
- Get timely updates on the obligation status mitigating risks and prompting course corrections toward fulfilment





Salesforce Contracts Pricing

Review the pricing options available to you, including a useful add-on.

Revenue Lifecycle Management

Accelerate growth with the entire revenue lifecycle on one platform.

\$200 user/month

USD (billed annually)

- Product Catalog Management
- Price Management
- Product Configurator
- Quote and Order Capture
- Asset Lifecycle Management
- Salesforce Contracts
- Business Rules Engine
- OmniStudio

Add-on SKU

Salesforce Contracts

Contract lifecycle management solution.

***\$50 user/month**

USD (billed annually)

- Contract Authoring
- Contract Document Repository
- Contract Redlining
- Clause Library
- Online External Collaboration
- E-signature Integrations
- Obligation Management

* This SKU requires prerequisite products. Please get in touch with a sales representative for detailed pricing information.

This page is provided for information purposes only and subject to change.
Contact a sales representative for pricing information.detailed



Watch the [demo](#) to see how you can streamline your contract lifecycle.

Contact us to learn more: 1-800-667-6389.

Leverage AI for Contracts

These features require the Einstein for Sales or Einstein for Service SKU.

Smart Clause Generation Using AI

- Draft contract clauses with a prompt, generate clauses using Einstein AI, and update in the clause library after review

AI-Powered Legacy Contract Digitization

- Derive key metadata such as names and dates, extract clauses from contracts documents, and create new digital contract records

Gain Actionable Insights into Contracts

This feature requires an additional SKU.

Get Insights on Contracts Operations

- **Salesforce Console**
Purpose-built rich user interactive experience for Salesforce Contracts users
- **Dashboards on Salesforce Console**
Homepage dashboard and “Need Attention” box for sales executives/sales ops/admins
- **Revenue Trends and KPIs**
Sales teams can gain insights into contract revenue trends and key KPIs
- **Embedded Analytics**
Pricing insights on Contract page, out-of-the-box embeddable components on Account, Quote, and Sales homepage

