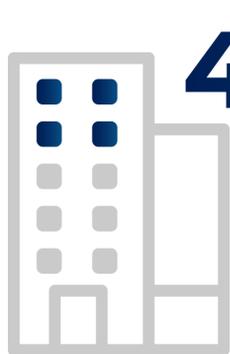


ARE MANUAL PROCESSES PROLONGING YOUR SALES CYCLE?

When it comes to sales performance, reducing the amount of time it takes to negotiate, review and close contracts is critical. Yet manually creating, approving, and signing a new contract is a tedious process. These slow, manual processes create bottlenecks, especially at the end of the month or quarter, that can lead to pushed (or even lost) deals



4 in 10
companies

say they require more than two days to generate a sales quote.

(Adobe)



don't think they have access to the latest efficiency-boosting technology.

(G2)



40%

of tasks within the traditional sales function can now be automated

(McKinsey)

MANUAL VS. AUTOMATED PROCESSES IN THE SALES CONTRACT CYCLE

How many of these manual processes sound all too familiar?

MANUAL

Reinventing every new contract means disparity between contracts, rogue language, human error and slow contract creation times.

Stakeholders struggle to keep up with various versions passed through email inboxes and shared drives, causing confusion and uncertainty during the negotiation process.

Stakeholders must be notified of their involvement - often done through email, which means version control issues and overlooked tasks.

Physical signatures can add hours, if not days to the contract creation process.

AUTOMATED

Approved templates improve consistency and save so many precious hours in creating a new contract.

Drafts are automatically version controlled. Collaborate easily and securely with external parties using deep integration into Outlook.

Stakeholders required to review and approve are automatically assigned and made aware of their responsibilities.

E-signature allows all parties to sign and enact the contract using any device, with just a few clicks.



CREATION



DRAFT & NEGOTIATE



REVIEW & APPROVE



SIGN & ENACT

AUTOMATION IS THE ANSWER

Automating sales proposals and contracts increases **EFFICIENCY** and **STREAMLINES PROCESSES**. Workflows seamlessly move sales proposals and contracts through their lifecycle and consistently keep staff updated on new tasks using notifications and assignments.

