springcm

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DRG
DECISION RESOURCES GROUP

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What was DRG's challenge?

DRG had a Microsoft Dynamics integration that was a big drag on sales efficiency. Their team had no visibility into critical data across business units and the quoting process was time-consuming. Even the most simple reports required IT to help with the 3-week turnaround time. DRG identified that a CRM, integrated with CPQ was a critical requirement to replace Dynamics.

DRG found that Salesforce's CPQ offering was lacking so they introduced SteelBrick. After a thorough review of SteelBrick and Salesforce they realized that contract management was lacking and their legal team would not sign off without a CLM component.

Why did DRG choose SpringCM?

The Salesforce and SteelBrick solutions combined didn't have a tool that could easily manage the negotiations and redlines of a contract. The full audit trail and version control around documents was a necessity for the legal team, which Apttus and other native Salesforce applications didn't have. They also needed to give Legal access to contracts (including third-party contracts) without needing a Salesforce license.

How did SpringCM solve DRG's problem?

SpringCM provided the single repository and the ability to easily search for contracts—providing the necessary information for a full audit history. This confirmed that they had all of the information around their contracts. As well as the fact that they can still work with third-party contracts just as well as ones they create. Lastly, SpringCM works seamlessly with the tools they already have: Salesforce, SteelBrick and Docusign. SpringCM's integration to SFDC (and SteelBrick) was the deciding factor as they felt they were always in the SFDC environment during the demo.

About SpringCM

SpringCM, a DocuSign Company, delivers a secure cloud platform that manages contracts and all types of documents seamlessly across desktop, mobile and partner applications like Salesforce. Automate business processes through advanced workflow and speed time-to-revenue. SpringCM makes it possible to optimize collaboration and processes across internal and external teams.

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