

**Accelerate and
automate how you
generate, negotiate
and manage agreements,
all from a secure,
centralized platform.**

Modernize your System of Agreement with SpringCM Contract Management by DocuSign

Whether it's generating documents, managing negotiations, creating workflows, or finding the right document after it's been signed, the agreement process is often manual and inefficient. Legacy systems slow down your deals, increase company risk, and diminish the customer and employee experience.

Are sales reps rekeying data from your CRM, losing track of versions during the redlining process, or unable to track down signed contracts? We can help. SpringCM Contract Management integrates seamlessly with DocuSign eSignature, enabling you to further modernize your System of Agreement to save time, cut costs, and reduce risk.

You can:

- Generate agreements by populating data from external sources
- Collaborate on negotiations with redlining
- Create sophisticated workflows with clicks not code
- Gain visibility with version control
- Store and easily locate agreements in a secure and centralized cloud

Agreement types:

- Sales contracts
- Statements of work (SOWs)
- Master services agreements (MSAs)
- Contract amendments
- Invoices
- Non-disclosure agreements (NDAs)

Key Capabilities:

Document Generation: Merge fields from form data or Salesforce objects to Microsoft Word

Redlining: Streamline negotiations by sending documents for external review, compare versions, and make edits with just one click

Approvals: Ensure the proper parties review documents before they are executed

Document Management: Organize, search and manage your agreements in a central repository

Clause Library: Maintain a repository of pre-approved legal content to quickly insert into documents

Advanced End-to-End Workflows: Create sophisticated workflows in a graphical environment with clicks not code; choose from more than 100 pre-defined actions

Salesforce Integration: Start and stay in Salesforce with more than 30 document and folder actions

DocuSign eSignature Integration: Quickly and easily send agreements for signature

Mobile Ready: Work with your agreements from any device, at any time

Featured customer story

Decision Resources Group (DRG) implemented a full lead-to-cash process in less than five months with SpringCM

DRG needed to streamline their contract process. Sales and Legal were spending too much time on contract generation and negotiation, causing customers to experience delays or errors. DRG sought a solution that would bring their disparate systems onto one platform, expand contract visibility, relieve friction between Sales and Legal, and accelerate productivity - to improve the overall customer experience.

With the seamless integrations between Salesforce Sales Cloud, Salesforce CPQ, DocuSign, and SpringCM, they implemented and standardized their lead-to-cash process in less than five months. DRG accelerated their contract process and eliminated friction between departments, resulting in serving customers faster, delivering up to 400 contracts every month.

“Sales is notoriously the hardest group to get to adopt new technology. SpringCM has made the adoption process seamless, and Sales is happy to have more time to focus on revenue.”

Carol Barry
VP of Customer Experience



Every company has a System of Agreement, but most have yet to be modernized. As a result, the systems and the companies are unable to keep up with the speed of business in an accelerated world. Companies that modernize now can realize substantial benefits in cost reduction and customer experience, as well as gain a competitive edge against slower movers.

About DocuSign

DocuSign helps organizations connect and automate how they prepare, sign, act on, and manage agreements. As part of its cloud-based System of Agreement Platform, DocuSign offers eSignature—the world’s #1 way to sign electronically on practically any device, from almost anywhere, at any time—and SpringCM, a scalable, secure contract and document management solution. Today, almost 430,000 customers and hundreds of millions of people in more than 180 countries use DocuSign to accelerate the process of doing business and simplify their lives.

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