

DocuSign CLM for Salesforce®

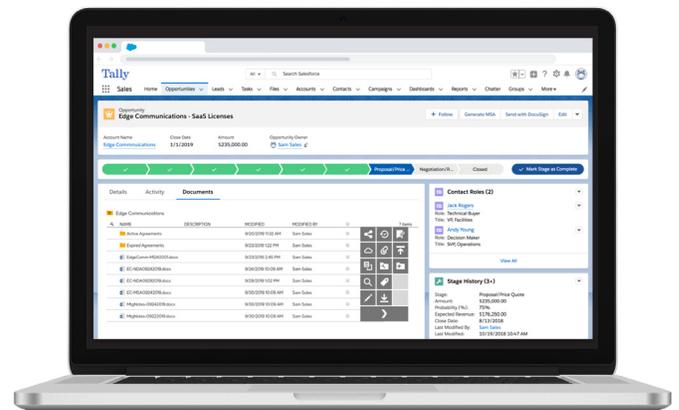
Accelerate deals by automating the contract lifecycle.

DocuSign CLM (Contract Lifecycle Management) for Salesforce allows you to streamline the contract lifecycle by automating manual tasks, orchestrating complex workflows, and eliminating unnecessary risk. It provides document generation, collaboration, workflow, and a central agreement repository—all designed to work seamlessly with both Salesforce and DocuSign eSignature for Salesforce. With automation across the entire agreement process, you can accelerate the pace of doing business, increase compliance, and improve the employee and customer experience.

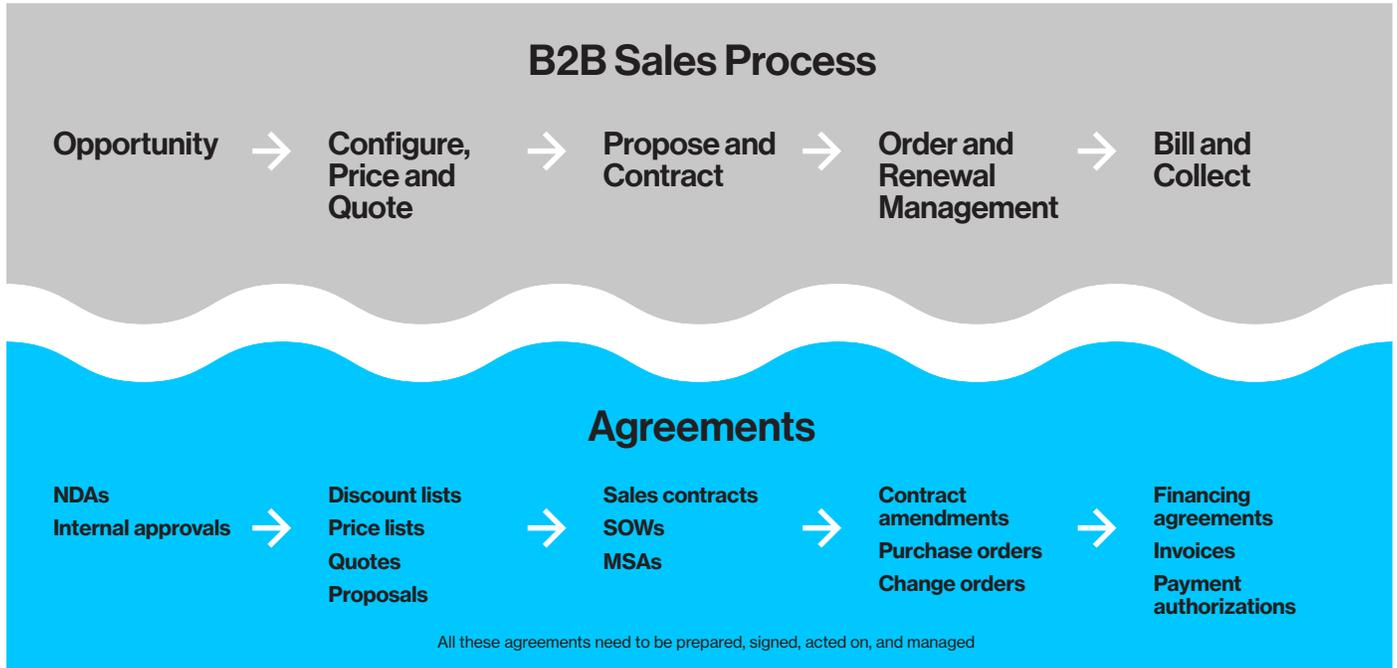
Integrated with Salesforce, DocuSign eSignature, and other DocuSign Agreement Cloud applications.

With DocuSign CLM, your sellers can stay in Salesforce to do everything they need across the agreement process. Meanwhile, contract administrators and legal teams are able to review, edit and approve from an easy-to-use web application that doesn't require them to have Salesforce licenses. This means your sellers stay selling, while your legal and contract teams can exercise greater control and standardization over language, terms and approvals. The result is faster time-to-revenue, reduction in costs from manual work, and increased renewal rates.

DocuSign CLM is tightly integrated with DocuSign eSignature, the world's leading eSignature solution. Both solutions are part of the DocuSign Agreement Cloud for Salesforce, a suite of applications deeply integrated with Salesforce that helps companies accelerate how agreements – such as quotes, sales orders, and renewals – are prepared, signed, acted on, and managed.



Centralize contracts and get visibility.



Key capabilities

Generate agreements with Salesforce data from predefined templates

Automatically generate new contracts with data populated from Salesforce objects, including opportunity and quote records.

Centralize negotiations with redlining and version control

Keep everyone on the same page with collaboration tools that highlight changes, track approvals, and centralize version control.

Allow Legal to define pre-approved fallback clauses for reps and managers to use in negotiations

Increase compliance and eliminate risk by allowing users to choose from a clause library of approved language to insert into contracts.

Create sophisticated workflows with clicks not code

Keep agreements moving via automated workflows that you can analyze and further optimize over time.

Store and search within Salesforce

Reduce time spent chasing down contracts with the ability to easily search for and find agreements from right within Salesforce.

Keep work flowing with automatic reminders

Give your salespeople the opportunity to extend revenue and customer relationships with reminders for contract renewals and other important dates.

Customer success

 Santander  Aetna

NCR reduced its contract time to completion by

75%

OmniTRAX automated

80%

of its contract work.

Drybar's general counsel saved

2hr

per day.

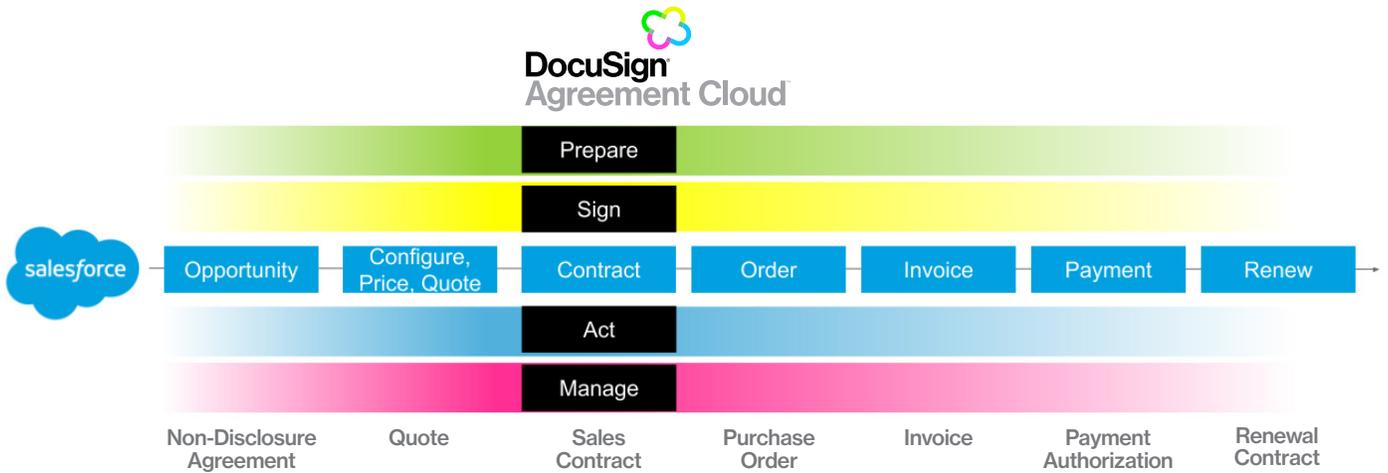
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DocuSign CLM and Salesforce CPQ & Billing

For accelerating quote to contract to cash, DocuSign CLM for Salesforce is the perfect complement to Salesforce CPQ & Billing. DocuSign CLM streamlines quote generation by guiding reps to the proper quote template, automatically pulling data into the quote document from CPQ objects, and then orchestrating internal and external review among

multiple parties. The automation continues with a seamless integration into DocuSign eSignature for Salesforce. After signature, completed agreements automatically attach back to the Salesforce record and become searchable in the DocuSign CLM repository.



Ready for the next step?

Talk to your DocuSign Sales representative about a demo of [DocuSign CLM for Salesforce](#).

About DocuSign

DocuSign helps organizations connect and automate how they prepare, sign, act on, and manage agreements. As part of the DocuSign Agreement Cloud, DocuSign offers eSignature: the world's #1 way to sign electronically on practically any device, from almost anywhere, at any time. Today, more than 500,000 customers and hundreds of millions of users in over 180 countries use DocuSign to accelerate the process of doing business and to simplify people's lives.

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