CLM Generator and CLM Initiator Accelerator Add-On Amendment Statement of Work

This CLM Generator Accelerator and CLM Initiator Accelerator Add-On Amendment Statement of Work ("**SOW**") is entered between Customer ("Customer") and Apttus Corporation ("Conga") and shall supplement the CLM Contract Generator Accelerator Statement of Work or CLM Foundations Accelerator Statement of Work, as may be applicable, ("SOW") as described in the applicable Order. This Add-On Amendment is issued pursuant to the Professional Services Terms, or similar professional services agreement (collectively, "PS Terms"), attached to the Master Services Agreement, or similar subscription agreement (collectively, "MSA"), by and between the parties. In the absence of existing PS Terms between the parties, this Add-On Amendment shall be governed by the Professional Services Terms located at: http://legal.apttus.com/#apttus-professional-services-terms.

All capitalized terms not otherwise defined herein shall have the meaning ascribed to them in the MSA, Order, or SOW, respectively.

Whereas, Customer wishes to have Conga provide certain Professional Services pursuant to this SOW and this Add-On Amendment;

Whereas, each type of Add-On Amendment, as identified on the applicable Order between Conga and Customer, is identified below. For clarity, not all Add-On criteria listed herein shall apply to Customer.

- CLM Generator Accelerator Contract Templates Add-On
- CLM Initiator Accelerator Contract Templates Add-On
- CLM Generator or Initiator Accelerator Legacy Data Migration Add-On
- CLM Generator or Initiator Accelerator Salesforce Environment Migrations

For good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the parties to add the applicable Add-on terms below as follows:

CLM Generator and CLM Initiator Accelerator Add-On Scope

CLM Generator Accelerator Contract Templates Add-On

For each additional Template, Conga PS will configure the following scope:

Template Creation
- i. Create 1 query template
- ii. Create 1 Contract template
     1. Up to 10 pages
     2. Create and insert up to 10 Conga merge fields across all templates
     3. Up to 3 conditional sections
     4. 1 dynamic table that pulls in from a single related list (i.e. pricing table)

CLM Initiator Accelerator Contract Templates Add-On

For each additional Template, Conga PS will configure the following scope:

Template Creation
- i. Create 1 query template
- ii. Create 1 Contract template
     1. Up to 20 pages
     2. Create and insert up to 15 Conga merge fields across all templates
     3. Set up the Clause Library
          a. Up to 10 Clauses
          b. Up to 1 Clause Bundle
          c. Up to 10 conditional sections

CLM Generator or CLM Initiator Accelerator Legacy Data Migration Add-On

1. Conga PS will perform a basic data import from an MS Excel Data Template into the Contract Agreement object. Up to 10,000 records / documents and 30 Metadata fields.
2. Data Migration Assumptions
     a. the Customer will provide 1 consolidated CSV or Excel workbook. Conga will provide a template to assist with the data preparation.
     b. the Customer will ensure that unique ID's exist across the Salesforce and are provided in the consolidated file.

c. the Customer is required to perform the data collection prior to the data import. This includes data extraction from the current system(s).
d. the Customer is required to perform the data cleansing prior to the data import. This includes de-duplication, OCR, and other enrichment activities. Additional data cleansing activities:
    i.   Parsing name fields. You have "Dr. Owen McClung, Director" stored in your database. You want to create a person from this field. In order to create a person, we have to parse and clean this data to put "Dr" in the Salutation field, "Owen" in the First name field, "McClung" in the Last Name field and "Director" into a title field.
    ii. You are translating values from an old value to a new value. For example, you have the letter "A" in your legacy data and you want this to appear as "Active" in the new system.
    iii. You are retiring values, users, etc. For example, you have Contract Managers assigned to Contracts that you don't want to setup as users in the system.
e. Meta-data error resolution is the responsibility of the client.

CLM Generator or CLM Initiator Accelerator Salesforce Environment Migrations Add-On

Conga PS will migrate the configured solution and all meta-data for the Conga solution between one (1) Salesforce Environment to one (1) other Salesforce environment as directed by the Customer.