



Conga Service Description

CLM (Spring 2021) – Generator, Initiator, Business, and Enterprise Editions

Contract Lifecycle Management (CLM) is the process of managing contract creation, negotiation, execution, and maintenance. Conga CLM is a cloud-based solution that standardizes, streamlines, and automates the contract lifecycle management process—from the initial request through drafting, redlining, signing, storing, managing and reporting obligations, and renewing contracts.

Standard features across all CLM Editions* (subject to individual configuration):

- Manage agreement templates
 - Create templates
 - Manage template versions
 - Set up template filtering rules
 - Configure query templates
- Work with offline agreements
 - Create or import offline agreements
 - Perform a standard text search
 - Store agreements in a central repository
- Manage agreements
 - Create, generate, send for review, negotiate, finalize, sign/execute, and activate agreements
 - Manage standard CRM approvals
 - Manage document versioning
 - Manage agreement hierarchy
 - Create and execute standard reports and charts
 - Create agreements through wizard

CLM Generator Edition	CLM Initiator Edition	CLM Business Edition	CLM Enterprise Edition
All standard features, plus: <ul style="list-style-type: none"> • Composer Business Edition • Conga Sign for CLM 	All standard features, plus: <ul style="list-style-type: none"> • Conga Sign for CLM • Full-text search including terms and clauses • Multi-language templates • Online Contract Collaboration • X-Author for Contracts for templating • Conga Grid (for CLM use) • Integration to eSignautre 	All features in Initiator, plus: <ul style="list-style-type: none"> • Lifecycle actions (activate, terminate, renew, and amend) • Smart documents • Check-in, check-out, versioning, redlining, comparison, and reconciliation • X-Author for Contracts for redlining • Self-service contract request wizard • In-effect view • Advanced search (text and metadata) • Send for internal or external review • Conga Approvals 	All features in Business, plus: <ul style="list-style-type: none"> • Kira Intelligent Discovery adapter • Conga Max (Slack and Microsoft Teams integration) • Conga Grid (full license)



Conga Service Description

*The following variations of the CLM Editions have different features than those listed above:

Admin: Bundles all Subscription Services required to create, manage, and configure applicable CLM processes via CLM Admin or X-Author for Contracts. An Admin user who is also an end-user does not need an additional end-user subscription because admin functionality includes end-user functionality. For CLM Business Edition and Enterprise Edition, Admin user functionality includes Conga Approvals, which enables Admin users to configure and manage advanced workflow processes associated with Conga objects, including quotes, contracts and deals, as well as non-Conga objects. Conga Sign Admin and Conga Grid Admin are also included.

Collaborator: Collaborator users may request and generate agreements from pre-approved templates. Collaborator users: (a) may access Online Contract Collaboration for online redlining and commenting capabilities; (b) may access the contract repository, individual contracts, and related contract information; (c) perform searches, participate in approvals, receive notifications, and view reports; and (d) have access to enhanced mobile capabilities via Max, the intelligent mobile assistant. Collaborator users do not have access to X-Author for Contracts functionality.

Collaborator Lite: For infrequent users of the Subscription Services and are limited to thirty (30) logins per year. Collaborator Lite users: (a) may access Online Contract Collaboration for online redlining and commenting capabilities; (b) may access the contract repository, individual contracts, and related contract information; (c) perform searches, participate in approvals, receive notifications, and view reports may request or generate agreements from pre-approved templates. Collaborator Lite users do not have access to X-Author for Contracts functionality.

Read-Only: Read-Only users may view objects, dashboards and reports (subject to the security configuration) and search for records, with the following restrictions: cannot edit a record, cannot receive alerts and notifications, cannot create new dashboards, and cannot approve.



Conga Service Description

CPQ (Spring 2021) – Quick Start, Essentials, and Enterprise Editions

Configure Price Quote (CPQ) is the process of configuring products and services, applying pricing to them, and generating quotes based on predefined rules. Conga CPQ is a cloud-based sales tool for companies to manage this process, enabling them to centralize, standardize, and automate the creation of products, pricing, and business rules to produce complex quotes.

Standard features across all CPQ Editions* (subject to individual configuration):

- Products and configuration
 - Product catalog
 - Standalone products
 - Single-level product bundles
 - Configuration rules (inclusion, exclusion, quantity, and duration)
 - Catalog search with filters
- Pricing management
 - Multiple price lists
 - Multiple charges
 - Related pricing
- Pricing discounts by percentage, amount, and volume
- Quote and order
 - Quote template designer
 - Quote in Microsoft Word, PDF, or RTF
- Reporting and analytics
 - Standard reports and charts
 - Alerts and notifications
 - Share and schedule reports
- Standard CRM approvals

CPQ Quick Start Edition	CPQ Essentials Edition		CPQ Enterprise Edition
All standard features.	All features in Quick Start, plus: <ul style="list-style-type: none"> • Multiple product catalogs • Product images and collateral • Asset and attribute-based rules • Product visibility and availability rules • Product comparison • Pricing tiers and ramps 	<ul style="list-style-type: none"> • Attribute, usage, and formula-based pricing • Dynamic document generation • Multi-site quoting • Automated renewals • Favorite configurations • Deal Manager Plus • Adobe Sign and DocuSign adapters 	All features in Essentials, plus: <ul style="list-style-type: none"> • Multi-level, configuration bundles • Price waterfalls • Split/merge subscriptions • Eligibility framework for services • Service as a percentage of equipment • Service agreements • X-Auth Enterprise • Max Intelligent Assistant

*The following variations of the CPQ Editions have different features than those listed above:

Admin: Bundles all Subscription Services needed to create and manage applicable CPQ processes. An Admin user who is also an end-user does not need an additional end-user subscription because admin functionality includes end-user functionality.

Read-Only: Read-Only users may view objects, dashboards and reports (subject to the security configuration) and search for records, with the following restrictions: cannot edit a record, cannot receive alerts and notifications, cannot create new dashboards, and cannot approve quotes.



Conga Service Description

Conga Collaborate (Spring 2021)

Conga Collaborate allows users to generate documents by utilizing pre-built templates to create proposals, quotes, invoices, and more from a variety of CRM systems in an online format. Users can share digital documents and collaborate online in real-time with people throughout their organization.

Conga Collaborate includes the features listed below (subject to individual configuration):

Conga Collaborate Features

- Creating, editing and receiving documents from the Conga Collaborate web application or from the API
- Launching documents from within supported third-party systems
- Retrieving data from supported third-party systems
- Creating and editing document templates from the Conga Collaborate web application or from the API
- Integrating with supported third-party e-signature and form providers
- Retrieving stored documents from the Conga Collaborate repository



Conga Service Description

Conga Composer (Spring 2021)

Conga Composer enables Salesforce customers to perform document generation and reporting within Salesforce. Conga Composer allows users to populate formatted templates with data from any standard or custom object in Salesforce, then send the generated document via one of a variety of delivery options.

Conga Composer includes the features listed below (subject to individual configuration):

Conga Composer Features

- Merging data into templates
- Launching a Conga Composer solution
- Run-time user interface is available
- Retrieving Salesforce data
- Accessing Template Builder or View Data Workbook to create merge fields
- Accessing Solution Manager and Document Automation Wizard
- Composer merge via API



Conga Service Description

Conga Contracts for Salesforce (Spring 2021)

Conga Contracts for Salesforce allows users to send contracts directly from Salesforce, compare versions, sync data back to Salesforce, and maintain an audit trail.

Conga Contracts for Salesforce includes the features listed below (subject to individual configuration):

Conga Contracts for Salesforce Features

- Sending for negotiation
- Accessing the run-time user interface via the View Redlines button
- Saving data using True-Up
- Compare document revisions
- Open in Word
- Negotiate with Conga Composer-generated documents, if applicable
- Selecting and managing Clause Bundles through the standard interface



Conga Service Description

Conga Contracts (Spring 2021)

Conga Contracts is a solution that streamlines and automates the contract lifecycle management throughout the entire process — creating contracts, sending and receiving approvals, making and tracking changes, and reporting.

Conga Contracts includes the features listed below (subject to individual configuration):

Conga Contracts Features

- Creating, editing, viewing and searching standard field information in the repository
- Uploading files
- Contract creation
- Requesting a contract in the Conga Contracts application
- Contract request approvals in the Conga Contracts application
- Taking action on flows within the Conga Contracts application
- Display contract status
- Sending contracts for negotiation
- Sending and receiving messages from Company and Contracts profiles
- Running reports
- Using document compare on native files
- Administrator access to lists, additional forms, users and roles, Contract types, Contract flows, system settings, and global messaging



Conga Service Description

Conga Grid (Spring 2021)

Conga Grid allows users to analyze data in Salesforce with dynamic view and action options, such as conditional formatting, sorting, and mass updates.

Conga Grid includes the features listed below (subject to individual configuration):

Conga Grid Tier Features

- Creating, changing and saving a grid view
- Editing and saving data in a grid
- Adding or removing a related field to a grid
- Adding a record in-line from a grid



Conga Service Description

Conga Orchestrate (Spring 2021)

Conga Orchestrate allows users to define processes on a Campaign, Case, Contract, Lead, Opportunity, and/or Business Process object (a custom object added by Conga Orchestrate), as well as any custom object in Salesforce. When a user creates or edits records in Salesforce, Conga Orchestrate monitors these actions and executes processes when that user's Definitions match the record.

Conga Orchestrate includes the features listed below (subject to individual contribution):

Conga Orchestrate Features

- Running a process or generating a step based on a matching definition
- Making changes to an active definition
- Ability of the process engine to execute valid process definitions
- Ability to visualize processes on the process visual screen



Conga Service Description

Conga Sign (Spring 2021)

Conga Sign is an e-signature application made specifically for Salesforce. Users can initiate a Conga Sign process from any object in Salesforce using pre-defined templates or by adding signature tags in real-time. Users may select up to 10 recipients, set the signing order, and send the document to be signed. All signing activity is tracked and updated in Salesforce.

Conga Sign includes the features listed below (subject to individual configuration):

Conga Sign Features

- User can initiate and complete a signing session
- Creating and sending a Conga Sign transaction for signature
- Updating Conga Sign Audit Trail with creating, viewing, signing, and completing activities
- Delivery of a completed Conga Sign document