



This Contracts for Salesforce Accelerator Add-On Amendment (“**Add-On Amendment**”) is entered between Customer (“**Customer**”) and Apttus Corporation (“**Conga**”) and shall supplement the Contracts for Salesforce 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: <https://legal.conga.com/#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 additional Professional Services pursuant to the 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.

- Contracts for Salesforce Template Accelerator Add-On
- Contracts for Salesforce Contract Agreement Flow Accelerator Add-On
- Contracts for Salesforce Clause Level Approvals Accelerator Add-On
- Contracts for Salesforce eSignature Accelerator Add-On
- Contracts for Salesforce Data Migration Accelerator Add-On
- Contracts for Salesforce Salesforce Environment Migration Accelerator Add-On
- Contracts for Salesforce Hypercare Accelerator Add-On

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:

### **Contracts for Salesforce Template Accelerator Add-On**

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

1. Create 1 Contract template
  - a. Create and insert up to 40 Conga merge fields across all templates
  - b. Up to 5 conditional sections
  - c. Up to 8 queries
  - d. 3 dynamic table that pulls in from a single related list (i.e. pricing table)
  - e. Up to 50 clauses and 1 clause bundle

### **Contracts for Salesforce Contract Agreement Flow Accelerator Add-On**

For each additional Contract Agreement Flow, Conga PS will configure the following scope:

1. Create and Setup of Contract Status field with up to 8 status values
  - a. Configure up to 1 page layout and 1 record type
    - i. Create up to 10 Custom fields
2. Create up to 2 Salesforce Flows to support Contract Agreement workflow automation with a maximum of 20 nodes and/or actions across both (typically created on the Contract Agreement and Email Message objects)
  - a. Create up to 2 simple Conga Email templates with up to 5 merge fields each
  - b. Create up to 3 simple Salesforce Email templates with up to 5 merge fields each



3. Create 1 standard Salesforce Approval process which routes the Contract Agreement record to up to 3 serial approver users or queues

### **Contracts for Salesforce Clause Level Approvals Accelerator Add-On**

For each additional Clause Level Approval, Conga PS will configure the following scope:

1. Configure up to 6 Clause Level Approvals
  - a. A single named approver is supported for each Clause Level Approval

### **Contracts for Salesforce eSignature Accelerator Add-On**

Conga PS will Configure Conga Sign

1. Setup and configure Conga Sign
  - a. Create embedded signature tags for all Contracts for Salesforce templates listed as in scope with up to two signers for the following standard signature elements:
    - i. Printed Name
    - ii. Signature
    - iii. Date
    - iv. Title

### **Contracts for Salesforce Data Migration Accelerator 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. Conga PS will provide guidance and training on data transformation activities.
3. 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.

### **Contracts for Salesforce Salesforce Environment Migrations Accelerator Add-On**

For each additional Salesforce Environment Migration, Conga will do the following:



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.

**Contracts for Salesforce Hypercare Accelerator Add-On**

For each additional Hypercare period, Conga PS will provide the following services:

1. Conga will provide up to 8-hours of follow-up support as part of this engagement.
2. This post deployment support will be available for 5-days immediately following the go-live date to ensure adoption of the changes.
3. This support will be provided remotely.