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Revyv Contract Management

Overview

Revyv Contract Management enables organizations to create and manage all types of sell-side contracts in one place. This includes Service Contracts, Sales Contracts, NDAs, Statements of Work and many more. Built natively on the Salesforce1 platform, Revyv Contract Management enables users to start contracts directly from within the Salesforce.com "accounts details" page, from Microsoft Word, and from Revyv CPQ and provides users complete visibility into the entire contract lifecycle.

Managing contract templates, standard terms and clauses has never been easier. Create contracts easily or simply convert a quote into a contract using quotes from Revyv CPQ. Create contracts from account or opportunity directly, include configurable products and initiate approvals, all from within the contract itself. Revyv Contract Management eliminates the arduous process of searching for clauses and terms manually. Revyv Contracts includes a Template and Clause library making it easy to search and insert clauses.

A unique feature of this solution is that with Revyv Contract Management, legal teams can collaborate on the contract documents using Microsoft Word without the need to directly log into Salesforce.com. Intelligent work flow process manage the data flow between the Contract record and Contract document and keeps them in sync while honoring validations and user access privileges. Enterprise grade, reduced errors, central storage for contracts and significantly increased productivity are some of the key benefits users realize with Revyv Contract Management.

Key Features

Track Products from Quote-to-Contract

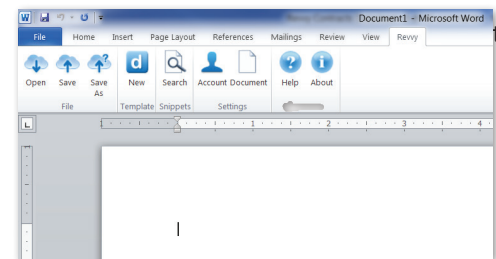
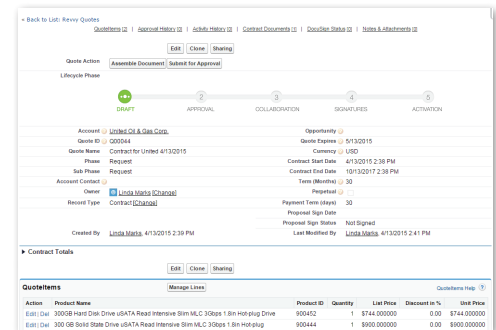
Contract Management allows organizations to track various types of products that are sold as part of a quote and then incorporate those into the contract.

- Allows tracking of customer buying behavior ensure compliance with agreed and contracted target levels
- Visibility of installed products allows contract amendments and renewals to proceed in full consideration of previously purchased and installed products
- Renewals to proceed in full consideration of previously purchased and installed products

Simple, Easy, Familiar – Users Can Continue to Work in Familiar Systems, e.g. Microsoft Word and Email

Revyv Contract Management documents reside in secure, centralized document repositories, enabling legal and sales users to manage and access contracts through many touch-points.

- Red lines (edits) in documents directly update the contract record in real time reducing manual effort to keep structured contract documents in sync
- Contract document revisions can be initiated from within MS Word enabling faster collaboration with customers



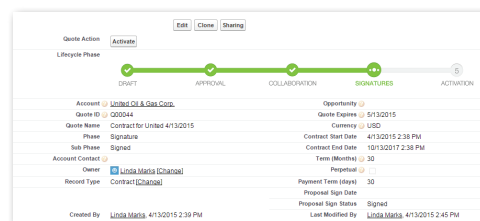
Simple Template, Clause Library and Contract Document Management

- Create Templates and Clauses in Microsoft Word; drag and drop Salesforce fields from within Microsoft Word
- Manage Templates and Clauses via Approvals management
- Mapping of Clauses to Template and Clause search across Contract documents enables a Legal team to manage Clause replacements effectively
- Import 3rd party paper to create Contracts with Customer's paper
- Create a single document package containing multiple independent documents that are attached to the Contract

Action	Agreement Document Name	Amendment #	Status	Last Modified By	Last Modified Date
Edit Del	Contract for United 4/13/2015		Superseded	Linda Marks, 4/13/2015 2:46 PM	4/13/2015
Edit Del	Contract for United 4/13/2015 - Amendment 1	1	In Amendment	Linda Marks, 4/13/2015 2:46 PM	4/13/2015
Edit Del	Contract for United 4/13/2015 - Amendment 2	2	Draft	Linda Marks, 4/13/2015 2:46 PM	4/13/2015

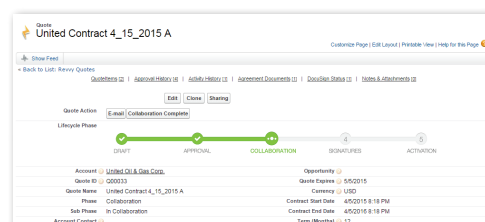
Manage Entire Lifecycle of Contracts

- Visual indicator for Lifecycle helps users track contracts through entire lifecycle
- Create various Contracts types: Service and Sales contracts, NDA, SOW, etc.
- Configure lifecycles for each Contract type independently
- Manage approvals via mobile device by simply replying to the notification email



Additional Features

- Automate renewals of service products after contract term expiration or terminate early and trigger a prorated credit
- Facilitate contract amendment of structured contract data and contract documents
- Robust Amendment process
- Comprehensive Template and Clause library management
- Integration with digital signature applications provides seamless orchestration of Contract documents
- Search, manage and approve Contracts using mobile devices
- Leverage robust reports and dashboard native in Salesforce



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