

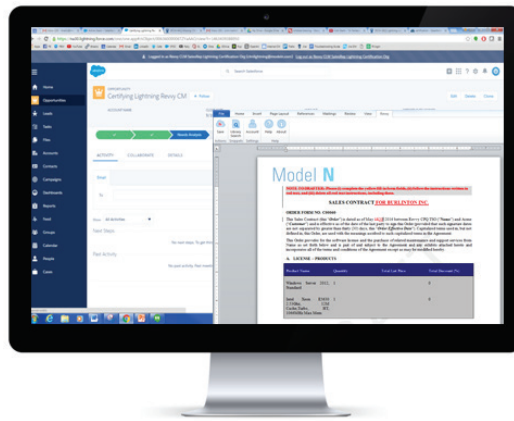


Model N CLM for Salesforce CPQ

Extend Salesforce CPQ with fully integrated Contract Lifecycle Management

Model N Contract Lifecycle Management (CLM) seamlessly integrates with Salesforce® CPQ to deliver a next-generation Quote-to-Cash solution. Built natively on the Salesforce1 platform, Model N CLM accelerates and simplifies the contracting process, resulting in greater productivity, shorter sales cycles, and more revenue.

Model N CLM is designed with the sales professional in mind, enabling the quick and easy creation of a contract directly from a quote within Salesforce CPQ. Sales professionals can now enjoy complete visibility into the entire contract lifecycle related to an opportunity. Contract managers benefit from a host of powerful capabilities including easy-to-use administrative tools and independently configurable contract lifecycles. And, legal teams can redline, collaborate on and modify contract documents directly in Microsoft® Word, with all document updates and edits transparently and automatically synchronized to the contract record in Salesforce.



Contract redlining in Microsoft® Word

Organizations using Salesforce CPQ can offer many more capabilities to their users with Model N CLM including the ability to add products directly to a contract via searching or by browsing the product catalog. With this complete solution, stakeholders in Sales, Sales Operations, and Legal can track and collaborate on contracts through all phases of the contract lifecycle including authoring, negotiations, approvals, and activation. Each stakeholder is guided with specific actions to progress a contract along its lifecycle via a visual graphical indicator.

If your organization uses Salesforce CPQ, consider an integrated solution with Model N CLM to streamline your Quote-to-Cash process, increase productivity, and increase revenue. For more information, [click here](#).

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Benefits

- Accelerate the sales process by minimizing errors during contract creation
- Improve pipeline velocity by increasing productivity and shortening sales cycles
- Reduce exposure to risk and contractual compliance issues by avoiding conflicting prices and terms
- Respond to customers more quickly by streamlining the contract approvals process

Key Features

- Automated creation of a contract from a Salesforce quote
- Redlining in Microsoft® Word
- Configurable contract lifecycles
- Automated approvals
- Template and clause libraries
- Mobile- and email-based approvals
- Integrated digital signature capture

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