



How CLO's Can Improve Their Contract Management Structure

Mark Fowler
VP, General Counsel

N · A · W

**NATIONAL ASSOCIATION OF
WHOLESALE-DEALERS**



MARK FOWLER

Vice president, General Counsel at Conga

Extensive experience with contract review, contract litigation and contract lifecycle management process.

AGENDA

- 1 Speed up and automate processes with digital transformation**
- 2 Which plays offer the greatest impact in the early phases of CLM implementation**
- 3 Some of the best features of CLM systems that free up resources to provide more products to internal clients**

A hand is shown reaching out from the left side of the frame, with the index finger pointing towards a digital globe. The globe is composed of a wireframe mesh and is surrounded by a network of white dots connected by thin lines, resembling a global communication or data network. The background is a dark, blurred cityscape at night.

Welcome to the age of
**digital contract
transformation**

A hand holding a pen is writing on a document. The background is blurred, showing office equipment like a stapler and a paper shredder. The text is overlaid on the image.

DIGITAL TRANSFORMATION:

the complete metamorphosis of a business' functions, processes, data storage, data analysis and data manipulation systems through the use of connected and intelligent digital technologies.



By 2019,
digital transformation
spending will reach
\$1.7 Trillion
worldwide,
a 42% increase
from 2017

CLO Burden

Your job doesn't have to be status quo

90%

Of data was created
in the last 5 years

Deloitte.

9.2%

Annual revenue loss is
attributed to poor CLM

≈ IACCM

92

Mins for the average
contract review

THE
AMERICAN LAWYER

The Importance of Getting CLM Right

Success = Opportunity

85%

of companies are using
manual processes to
manage sales contracts

12-15%

of contracts are lost

60%

of corporate litigation
takes place over
contracts

Aberdeen

Organizations that rank high on CLM Maturity

Digitally transform the way they do business

60%

Faster contract cycles



\$600K

Missed billings
recovered with CLM



30%

Savings in operating
costs





10-30% OPERATING COSTS SAVED

Goldman Sachs

40% FASTER CONTRACT ADMINISTRATION COSTS SAVED

Microsoft

60% FASTER CONTRACT CYCLES

Microsoft

11% IMPROVED DELIVERY TIME

Aberdeen

30% LARGER RENEWALS

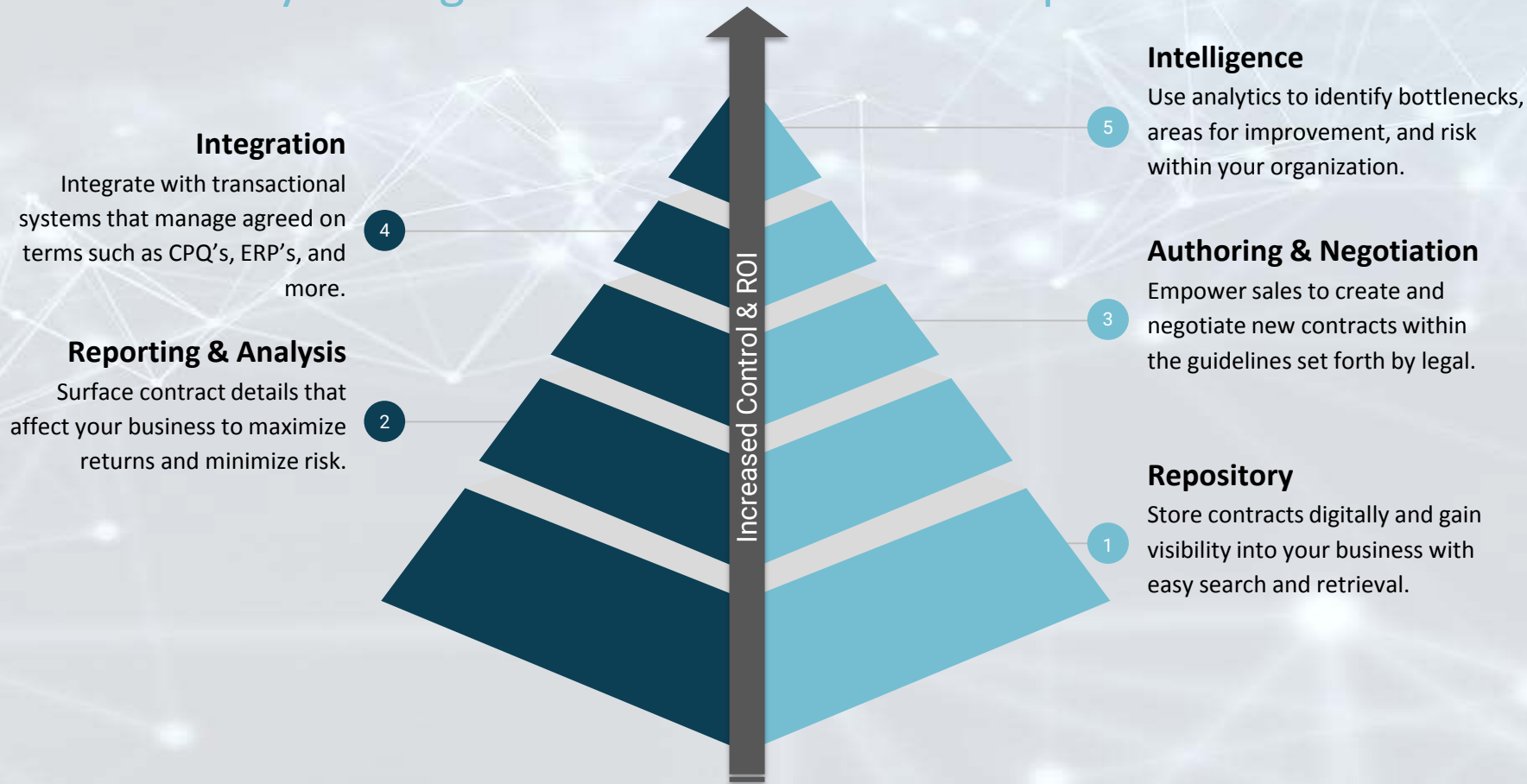
Goldman Sachs

HOW DO YOU MOVE THE DX NEEDLE?



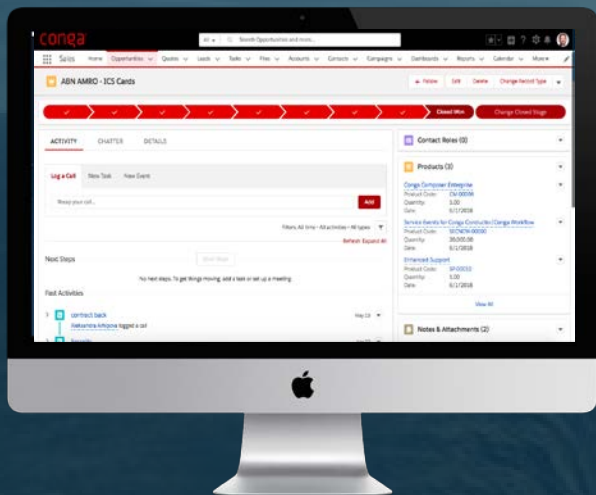
Desired State

How far will your organization take it's CLM implementation?



Crossing the Data Chasm

Data in your documents and contracts are disconnected from your business



**Your
Business &
Systems**



**Your
Business Data &
Documents**

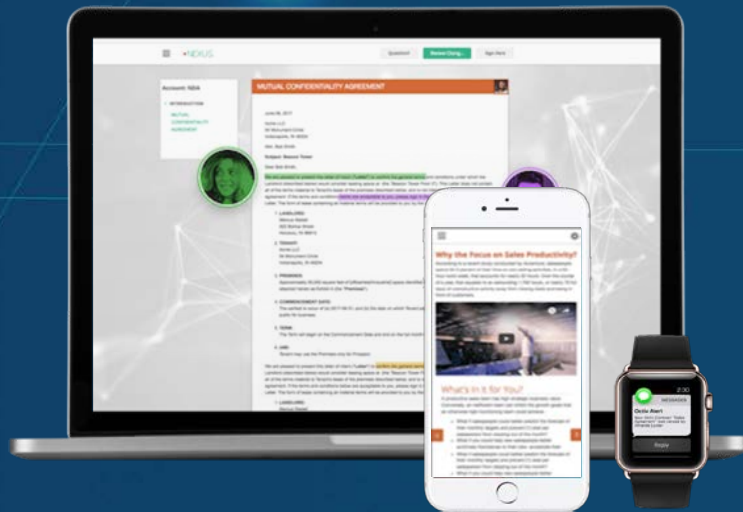


Digital Document Transformation Reimagined

Modernize your documents and contracts with Conga



Unstructured Data



Structured Data

conga

Preapproved Clauses

CONTRACT > 00000132
View Redlines

MANAGED CLAUSE: MC-0155

MODIFIED

ORIGINAL

Latest Revision Text

2.1. "Downtime"

→

2.1. "Downtime" means the period of time when the System is not responding, or does not correctly respond because of: (a) Software failure or error; (b) failure of hardware within the control of Conga or its hosting subcontractor; (c) an electric utility failure at Conga hosting facility; or (d) a failure of the network to which the Host Server is connected, up to the point of connection to the public switched telephone network. Downtime does not include the period of...

Skip Save

CONTRACT: 00000132

MODIFIED

ORIGINAL

Account ID

✓ Acme

X

Payment Terms

Net 60 Days

→

Net 90 Days

Skip Save

Document Master Services Agreement - 00000132.docx Versions 2 and 1 Compare Edit Latest Download

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Conga

SOFTWARE AS A SERVICE ("SaaS")

MASTER SERVICES AGREEMENT

This Software as a Service Master Agreement (the "Agreement") is entered into as of May 01, 2017 ("Effective Date"), by and between Conga ("Conga"), a Florida Corporation, with corporate headquarters at 12124 High Tech Ave. #165, Orlando FL 32817 and Acme ("Company"), a NY Corporation, located at 10 Main Rd., New York, NY 31349.

1. DEFINITIONS.

1.1. "SaaS" means Software as a Service.

1.2. "Company Data" means the data that Company will process using the Software as listed in the Product Schedule(s), as well as all information enabling Company's access to the System.

1.3. "Confidential Information" means (a) the Software, its Documentation, training materials and methods, and related information; (b) all contract information and other data supplied by Company hereunder; (c) any other information expressly identified as confidential by the disclosing party, whether owned by the disclosing party or by a third party; and/or (d) information disclosed orally, provided such disclosure is identified at the time of disclosure as Confidential Information.

1.4. "Documentation" means the Conga then current published guides for the Software. As of the Effective Date, such guides for the Software are listed in the Product Schedule.

2. PAYMENT DUE NET 1590 DAYS OF EFFECTIVE DATE.

All Fees listed in the Product Schedule are due and payable, in U.S. dollars, as described therein. Fees listed on the Product Schedule as "On Execution" are due and payable upon execution of the Product Schedule. All other fees and charges hereunder are due and payable, in full, within specified number of days of receipt of a Conga invoice by Company. Company shall make all payments to Conga by way of an electronic funds transfer to the account(s) listed in the Product Schedule.

2.1. "Downtime" means the period of time when the System is not responding, or does not correctly respond because of: (a) Software failure or error; (b) failure of hardware within the control of Conga or its hosting subcontractor; (c) an electric utility failure at Conga hosting facility; or (d) a failure of the network to which the Host Server is connected, up to the point of connection to the public switched telephone network. Downtime does not include the period of time when the Host Server is not available as a result of (i) scheduled network, hardware or service maintenance and/or upgrades; or (ii) the acts or omissions of Company's employees, agents, contractors, or vendors, or anyone gaining access to the Conga network by means of Company's passwords or equipment.

2.2. "Named User" is an individual authorized by the Company to use the Software through the assignment of a single user ID, regardless of whether or not the individual is using the Software at any given time. Named Users can be re-assigned to new individuals by the Company. Named Users include employees, contractors and agents of Company who access the Software for the sole benefit of providing services to Company. Notwithstanding the foregoing, Users shall exclude any individuals employed by, or acting on behalf or under the direction of, a direct competitor of Conga.

2.3. "Host SERVER" means the server(s) on which Conga has the Software installed for Company's use located in the DataSite Orlando Hosting Facility in Orlando, Florida and the Conga disaster recovery and backup facility located at Rackspace in Dallas, Texas.

2.4. "Product Schedule" means the document substantially in the form attached hereto, in either hard copy or electronic form, by which Company orders SaaS Services and Software Product Licenses, and shall upon signature by both parties be incorporated into this Agreement.

2.5. "Professional Services Schedule" means the document attached hereto, in either hard

Automatic Approval Cycles

Intro Call Date
Services Sales Rep ?
License Referral Rep
Services Type

Payment Method
Payment Terms ? <input type="text"/>
Purchase Order
PO Amount ?
Billing Address Override ?

Business Win Description ?
Sequence of Events ?
Decision Team Description ?
Technical Win Description ?

Term and Renewal

Term Type: Fixed - Auto Inactivate

Effective Date:

Original Exp Date: 10/31/2018

Current Exp Date: 10/31/2018

[?] Renewal Interval:

[?] Notice Period:

Notice Date:

Status: Active

REPOSITORY

Conga Novatus Contract: X

Secure | https://demo.novatuscontracts.com/Contracts/#contracts/0

MyPlace Companies Contracts Reports Admin Company enter search term Search partner

Powered by CONIRA Novatus

Contract Number	Contract Purpose	Contract Group	Contract Status	Effective Date
1 ABN AMRO	Self-Service Medical Docu...	Investments	In Process - Out for Signature	-
2 ACCUTY	Technology Business Consulting	Investments	Active	12/31/2019
3 ACCUTY	Onsite Results Services	Investments	Draft	12/31/2018
4 ACCUTY	Investment	Investments	Active	02/12/2019
5 ACCUTY	Investment	HR	Inactive	12/31/2017
6 Accuro Healthcare Solutions	Investment Agreement	Investments	Draft	-
7 Accuro Healthcare Solutions	Investment	HR	Active	-
8 Accuro Healthcare Solutions	Purchase Order	HR	Draft	05/31/2018
9 Accuro Healthcare Solutions	Statement of Work	Investments	Draft	05/31/2018
10 Addelton Publishing	Publishing - Print	HR	Active	05/21/2020
11 Advanced Storage Solutions Ltd	Radiation Technology Program	HR	Inactive	04/15/2017
12 Advanced Storage Solutions Ltd	-	Investments	Draft	-
13 Allied Waste Industries, Inc.	Waste Removal Services	Investments	Active	09/30/2019
14 Allied Waste Industries, Inc.	Waste Removal Services	HR	Active	-
15 Angelica Corporation	Laundering Services Agreement	HR	Active	02/16/2018
16 Angelica Corporation	Laundering Services Agreement	Investments	Active	02/16/2018
17 AT&T Inc.	Telecom Services - Local/Long ...	HR	Active	-
18 AT&T Inc.	Telecom Services - Local/Long ...	Investments	Active	10/31/2019

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Displaying contracts 1 - 25 of 57

Benefits of Enterprise CLM

- Shared Information
- We know where our contracts are located
- Management has access to contracts
- Knowledge of common contracting parties
- Leveraged buying opportunities
- Avoiding bad precedence (contracts being negotiated differently in different places)
- Increased efficiency

Requesting a Self-Service Contract

conga Contracts™

MyPlace ▾Companies ▾Contracts ▾Reports ▾Admin ▾

My Requests

NDA

Self-Service NDA

Company Name

Please type in a new or existing company name and hit enter. Otherwise, select the drop down button to browse and search for a company name.

– No Value Selected –

Standard Conga NDA

Contract Description:

Company Address Line 1:

Company Address Line 2:

Company City:

Company Country:

Company Description

✓ Save as Draft ✓ Submit Request ✗ Cancel

Document Versioning

Documents							
↔ Compare ↶ Back to Profile							
<input type="checkbox"/>	Revision ↑	Document Type	Filename	Filesize	Expiration Date	Effective Date	File Type
<input type="checkbox"/>	3	In Process	AppExtremes Form Master Subscription Agmt 20...	224 KB	-	-	application/msword
<input type="checkbox"/>	2	In Process	AppExtremes Form Master Subscription Agmt 20...	224 KB	-	-	application/msword
<input type="checkbox"/>	1	In Process	AppExtremes Form Master Subscription Agmt 20...	224 KB	-	-	application/msword



ARTIFICIAL INTELLIGENCE



Q&A

getconga.com

Thank You!

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