



# How Conga helps high growth companies scale



## Overview

The way the world works has changed, your workers have changed and your customer's expectations have changed. Digital transformation means retooling your entire business to succeed in this new world. If you want to deliver the workplace your workers want, the experience your customers expect, and the results your CEO demands, you need to lay the foundation for a new kind of business.

Conga is your partner in the digital transformation journey. Our solution helps high growth companies scale within sales, legal, HR, and operations through end-to-end digital document and contract transformation.

Challenge	The Conga Solution	Result
You have more contracts than ever (Legal, Sales, Procurement, HR), and CLM is a manual, disjointed process	With <b>Conga Contracts</b> , automate your CLM from creation to close and every step in between	Automate contract processes to gain visibility, control, and reduce risk. Accelerate business cycles and drive customer engagement
You are hiring fast and need to onboard new talent quickly and efficiently	With <b>Conga Collaborate</b> , automate each step of the hiring process, from initial offer letter to new hire onboarding	Shorten the hiring process, simplify new hire documents, and onboard faster. And do so while saving on operating costs
You spend hours drafting sales proposals, emailing different departments for collateral and following up with prospects. Then tracking customer engagement is challenging.	With <b>Conga Collaborate</b> , there is a more efficient way to create, store, manage and track the proposal process, with an online solution	Speed up customer communications, drive engagement, and close deals faster with collaborative, templated docs
Processes are breaking or employees don't follow them consistently as teams grow and roles change	With <b>Conga Orchestrate</b> , automate the most complex workflow processes within Salesforce	Identify bottlenecks, stay on track, and manage frequently changing roles. Your processes will scale with you



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Getting agreements and contracts signed in a timely manner can be painful, slowing down your sales cycle.	With <b>Conga Sign</b> , obtain eSignatures quickly and easily through Salesforce	Speed up contract execution, save time, and reduce costs
Document generation is haphazard and time-consuming, resulting in errors and off-brand documents	With <b>Conga Composer</b> , create perfect, branded documents, pulling data from multiple sources	Keep documents on-brand and eliminate errors and roadblocks, so your team stays efficient and compliant
Salesforce is “the” system for sales, services and support teams, and the departments that support them. But, performing batch actions and data management tasks in Salesforce is difficult.	With <b>Conga Grid</b> , easily update and manage important data directly within Salesforce to ensure your documents are accurate	Spend 50% less time updating Salesforce and achieve 10X productivity improvement for bulk data entry tasks.



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