Minimize risk, stay compliant, and avoid loss of revenue

Companies create, execute, track, analyze, and amend contracts — whether sell side or buy side — and consider them for renewal. Yet only 8 percent of companies have a process in place to manage these tasks.

CallidusCloud Contract Lifecycle Management (CLM) simplifies the creation, negotiation, and storage of contracts so business can get done faster. Plus, with CLM, companies can manage obligations, renewals, and compliance to protect the business.

CLM is an easy-to-use and quick-to-implement solution that automates contract management from inception to termination and renewal. Receive automatic notifications, automate the approval process, audit contract changes, manage obligations, and maintain a repository for all contracts accessible from the CRM.

Key features:

- **Hosted contract creation:** Create contracts through a hosted process; no offline processing needed.

- **Collaborative redlining workspace:** Track all redlines and manage changes through version control.

- **Centralized repository for all contracts:** Access a single secure location for all contracts integrated with your CRM system.

- **Fully searchable repository:** Search all contracts by terms, offering, or any other key data.

- **Automated approval process:** Automatically escalate contract approval between customers and legal.

- **Obligation management with automated alerts:** Receive advance email notifications of contract milestones, renewals, and expiration dates.
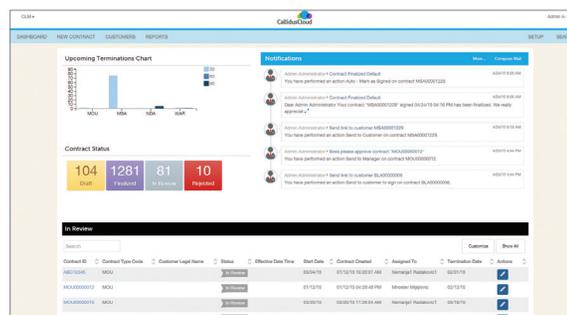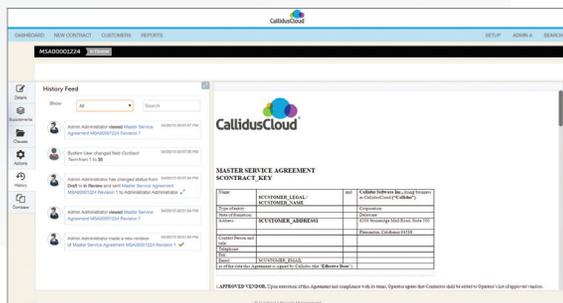

View all active contract actions and status on one dashboard.

Shorten Sales Cycles

Sales reps spend only 20 percent to 50 percent of their time engaged in actual selling activity. A large portion of their time is spent in the manual process of preparing proposals and contracts for customers. When customers reach the point where they are willing to sign a contract, time is of the essence.

Allow your sales reps to initiate contract creation from CallidusCloud Configure Price Quote (CPQ), from the Salesforce opportunity, or from the CLM dashboard. Self-service wizards and templates make it easy to create contracts. Sales reps also can import third-party contracts and submit them to the appropriate leaders for approval.

All contract changes recorded in the CLM audit trail

About CallidusCloud

Callidus Software Inc. (NASDAQ: CALD), doing business as CallidusCloud®, is the global leader in cloud based sales, marketing, learning and customer experience solutions. CallidusCloud enables organizations to accelerate and maximize their lead to money process with a complete suite of solutions that identify the right leads, ensure proper territory and quota distribution, enable sales forces, automate configure price quote, and streamline sales compensation — driving bigger deals, faster. Over 4,600+ leading organizations, across all industries, rely on CallidusCloud to optimize the lead to money process to close more deals for more money in record time.

Empower sales reps to negotiate contracts by using the clause library of legal-approved clauses. Every company has standard, noncritical clauses it is willing to accept. Why lose days during this crucial stage of the sales cycle, waiting for legal to provide a rubber-stamp approval? Shorten sales cycles while reducing risk and staying compliant.

Manage contracts in the cloud

The entire lifecycle of a contract — from creation to archival — occurs in CallidusCloud CLM. No need to use multiple applications to create and negotiate contracts. Use familiar word processing commands and formatting to create contracts and make redline changes. Best of all, any approved administrator can easily configure CLM, and it does not require IT assistance or coding language expertise.

Within the CLM system, your prospect can review the contract and make redlines as appropriate — all in the secure portal. Reviewers don't need to download a file for editing in a different application and then email the file through yet another application. If some prospects prefer to download a Microsoft Word or PDF version of the contract, they still can. CLM is flexible to your needs and the needs of your prospects.

The automated process makes it easy for legal to stay involved and speeds up the response time. Legal can approve or request further clarification from the prospect in real time, as the prospect is also making changes or comments on the contract. Keep the contract negotiations moving forward without delay, and get business done.

Mitigate risk and manage obligations

CLM is instrumental in the critical task of managing obligations. It manages key milestone dates, renewals, and other contract terms that companies might otherwise track manually. For example, a statement of work has key milestone dates that the buyer or seller would need to keep to ensure contract obligations are met. Toward the end of a contract, buyers want to make sure contracts for goods or services are not automatically renewed before lower pricing or newer products can be negotiated.

CLM archives contracts to provide a single repository for all contracts. Users can search the archive by contract terms, product, or any other pertinent information. Through these capabilities, you can gain valuable insight to contract analytics.

Actionable contract data

CallidusCloud arms you with its suite of Lead to Money products. When you bundle this suite with CLM, you can have a full 360-degree view of your customers. Enable your sales teams to send contracts that already include master agreement terms and conditions — without hunting down the original master contract.

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