CRMFIRST

Building a Smarter tomorrow with Contract Management

powered by proCONTRACTS

THE CHALLENGE

Classic Contract Management hinders performance

65 %

Sales cycles at low speed

Delays in closing the deal and mapping revenue.

49 %

Non-compliance and risks

Have difficulties in maintaining security and confidentiality.

45 %

Poor customer experience

Inefficient and manual contract processes.

Recources: DocuSign State of Contract Management 2019 | Forrester 2019 State of Systems of Agreement

THE SOLUTION

Manual and siloed contracting processes can’t keep up with ever-changing markets and regulations

proCONTRACTS was designed to support industry-specific and functional add-ons. It can be customized to meet your specific needs and requirements.

Industry Add-ons

These add-ons are designed to meet specific requirements of companies in their industry.

Functional Add-ons

These add-ons are designed to extend the functionality of the base module.

proCONTRACTS | Core

Includes the core functionalities of contract management throughout the contract lifecycle.

THE SOLUTION – proCONTRACTS | Core

Unlock efficiency throughout the entire contract lifecycle

proCONTRACTS for Microsoft Dynamics 365 supports you throughout the entire life cycle of a contract with the following functionalities:

Create contracts easily

Submit, request and draft contracts using templates and the infinite contract attributes.

Get approvals faster

Identification of approval requirements and smooth handling of the process.

Negotiate contracts

Content of the contract to be in negotiation can be completely revised with the contract parties.

Sign contracts digitally

Capture e-signatures with our DocuSign integration and track contract status from one place.

Monitor key contract KPIs

Let AI analyze existing contract documents and make data-driven decisions.

THE BENEFITS

A seamless, secure contracting experience

proCONTRACTS is a contract management software purpose-built for Microsoft 365®. Not only does it allow you to make the most of your existing IT investments, but you also benefit from maintaining complete control over your documents and data.

Easier to manage.

- No need to learn how to administer yet another application.
- Retain ownership of all metadata and documents.
- Seamless linking with Sales, HR and more.
- Optimized for different user scenarios & devices.

Easier to use.

- Users know Microsoft 365 - so there's less training and easier adoption.
- Immediately ready for use, no API necessary.
- Compliance and security approvals are easier to attain.
- Day-to-day access is easy - just use your existing Microsoft credentials.

THE BENEFITS

Contract Management beyond the basics

Our tool gives you the space to spend more time on higher-value work.

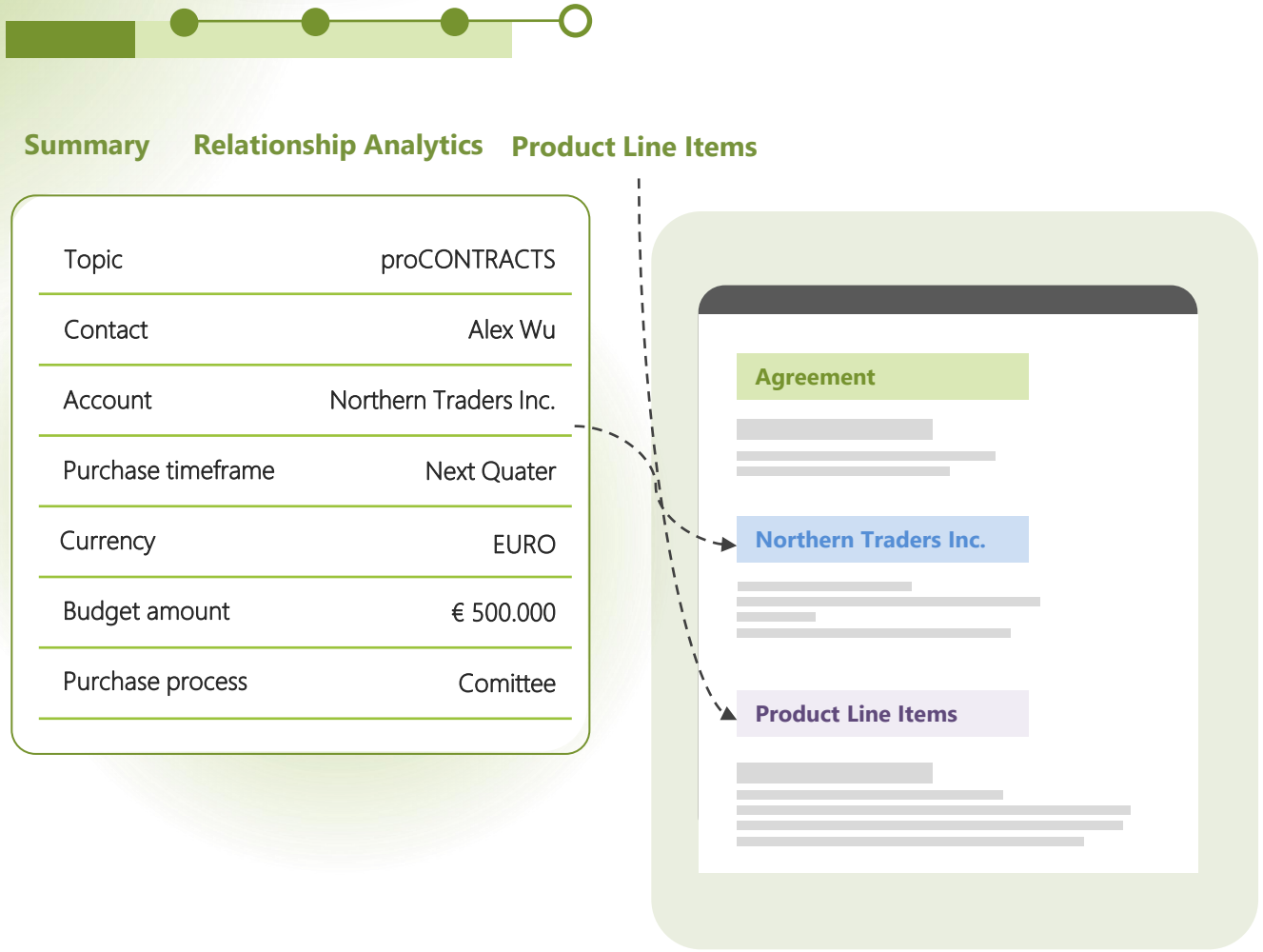
proCONTRACTS.

- Direct integration with ALL your existing data and processes.
- Support of Dynamics Apps.
- Support of Canvas Apps.
- Leverage existing Business Process Flows or create your own.
- Use your familiar UI and reduce costs for change management.
- Streamlined Processes.
- AI with relevance-based queries and reduced costs.

Others.

- Integration with your Account and contact data only (!).
- Separate platform with separate administration and configuration.
- New user interface that requires training.
- Some strong but isolated AI capabilities based on Machine Learning (high training efforts).
- API needed.

FUNCTIONALITIES ALONG THE CONTRACT LIFECYCLE



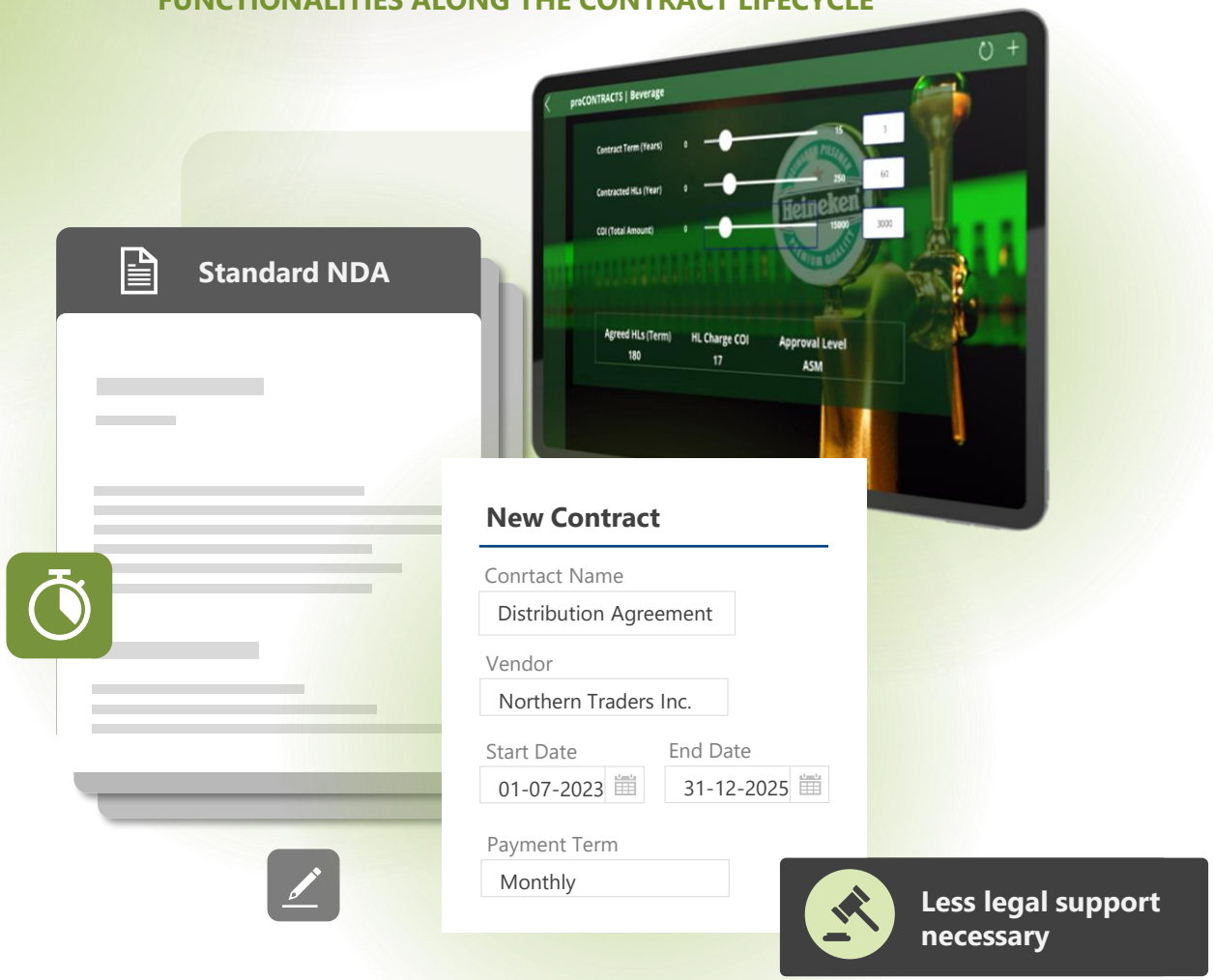
CONTRACT INITIATION

Create a contract from within the opportunity using integration with the Sales module.

- Insert contacts
- Transfer product list
- Use different contract types

PRO CONTRACTS

FUNCTIONALITIES ALONG THE CONTRACT LIFECYCLE



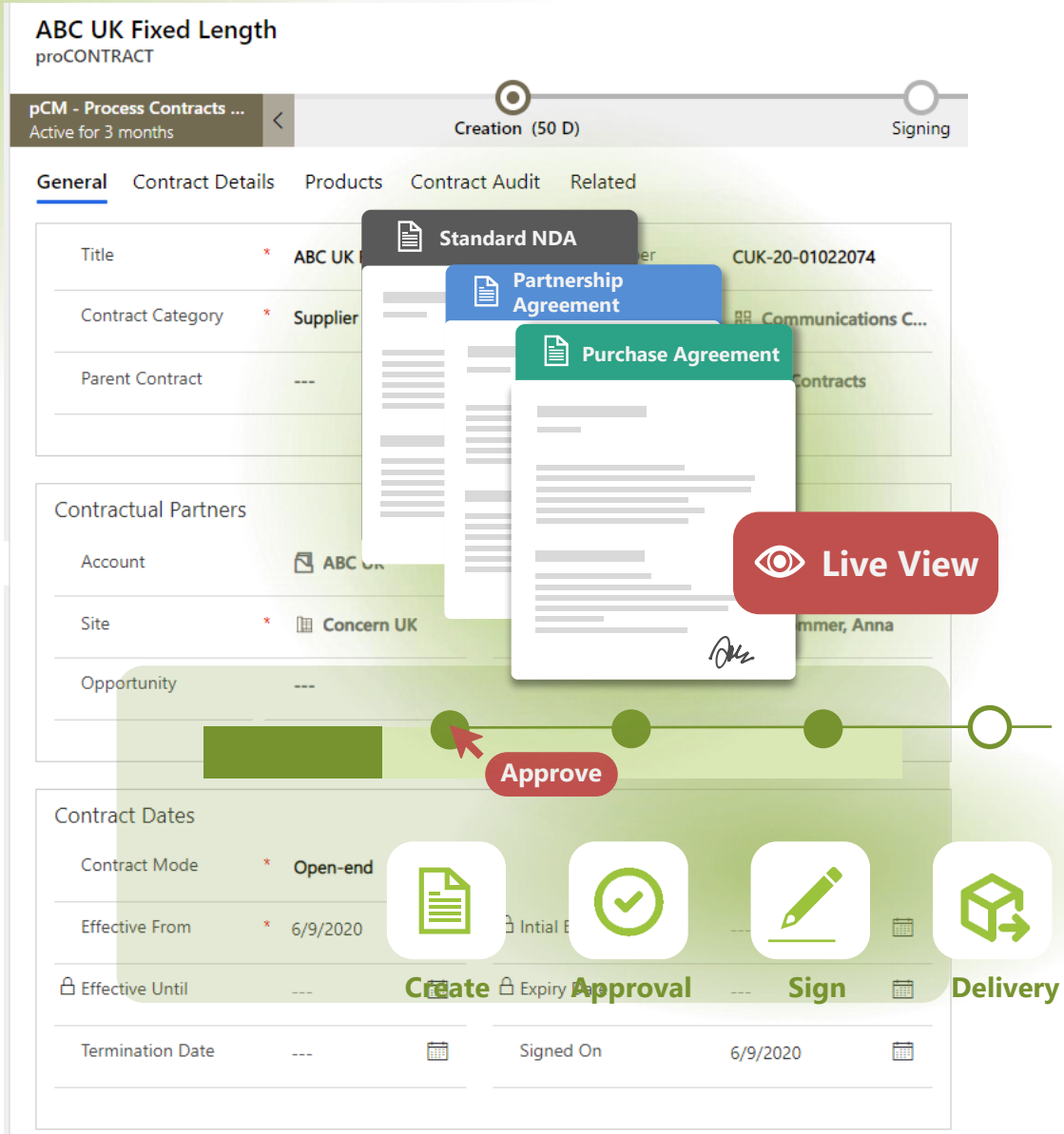
CONTRACT CREATION

Build contracts in seconds. Give your employees the tools to create contracts easily.

- Simple management of all contract contents
- Standardize contracts
- Use template-based configurator
- Use rule-based document templates with AI
- Maintain control of contract terms
- Contract creation on the go with Canvas Apps

PRO CONTRACTS

FUNCTIONALITIES ALONG THE CONTRACT LIFECYCLE



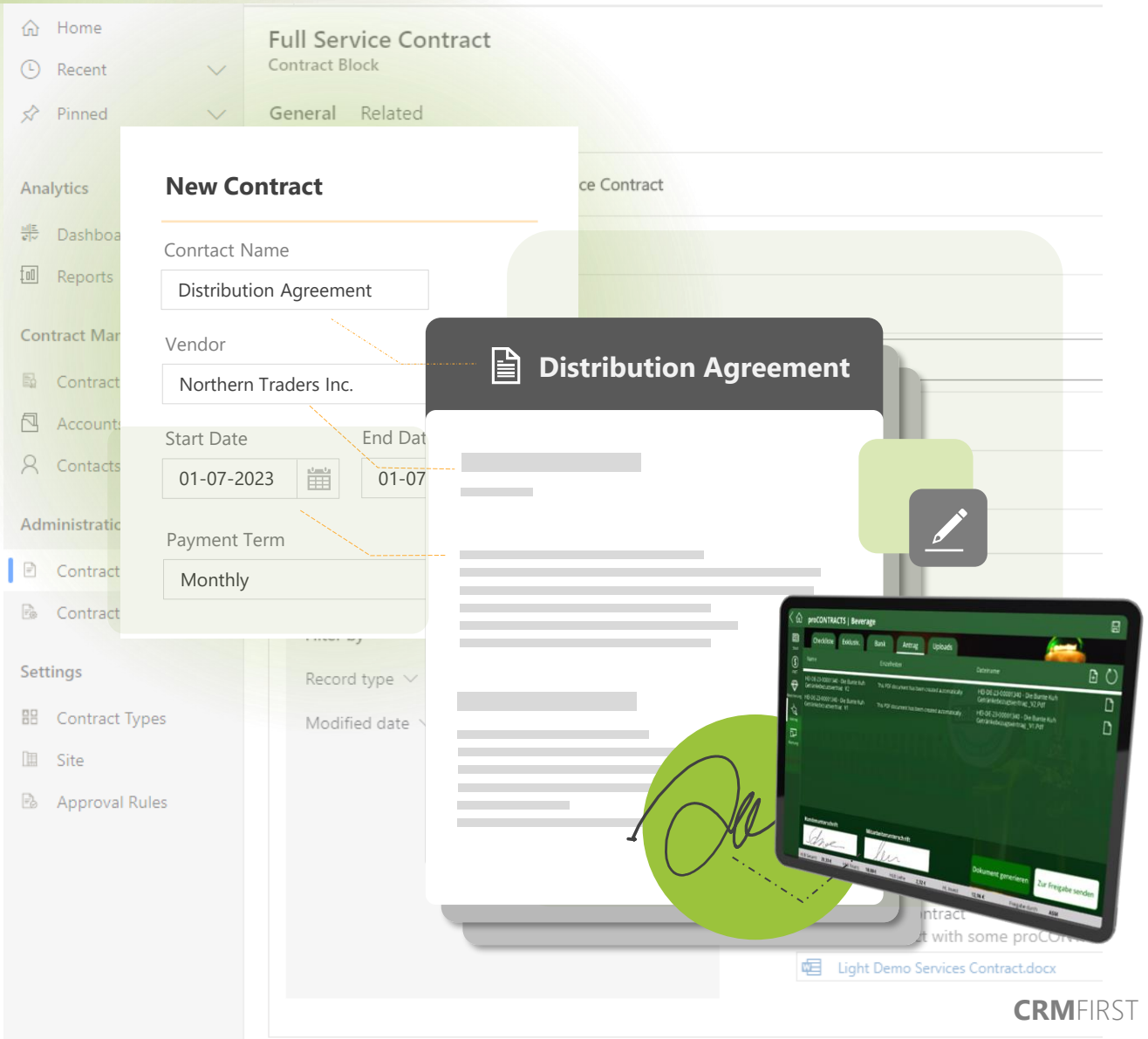
CONTRACT REVIEW AND NEGOTIATION

Speed up your contract process with seamless collaboration and improve productivity.

- Single source of truth throughout the organization
- Use Power Automate workflows
- Audit history
- Automate the approval process
- Find all attachments in one place
- Directly upload all necessary documents
- Redlining

PRO CONTRACTS

FUNCTIONALITIES ALONG THE CONTRACT LIFECYCLE



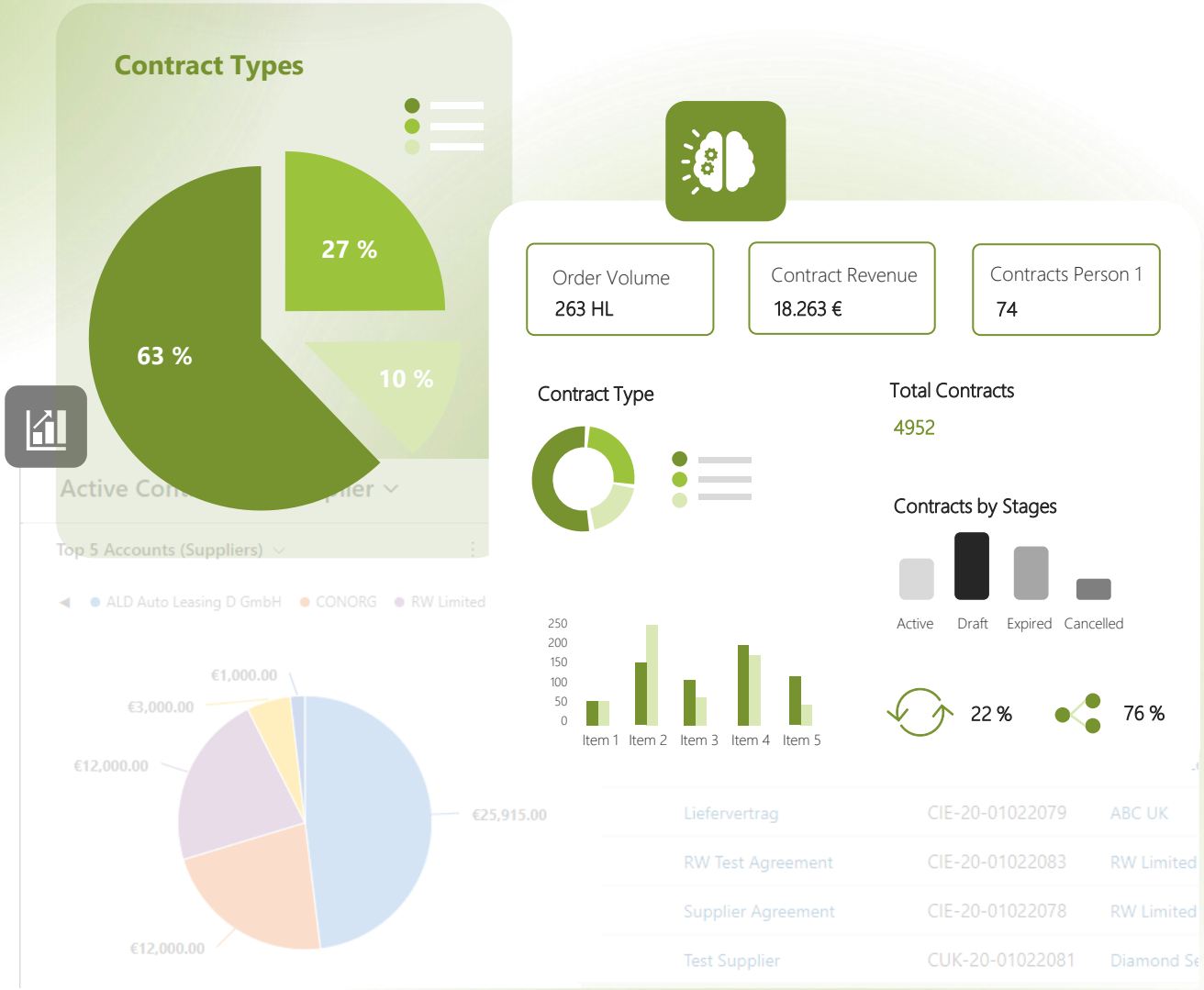
CONTRACT EXECUTION

Accelerate time-to-signature and know exactly when your contracts are expiring.

- e-Signature
- View contract status easily
- Multiple Signees
- Manage access to confidetial contracts
- Set a limit to auto renewal

PRO CONTRACTS

FUNCTIONALITIES ALONG THE CONTRACT LIFECYCLE



CONTRACT ANALYTICS

Monitor Contract KPIs to have all relevant information at your fingertips.

- Analyse important metrics
- Track contract lifecycles
- Use powerful filters
- Configure dashboards according to your needs
- Search and find any contract

ROADMAP

How we build the future

proCONTRACTS | CORE	See all new features here.	Reporting & Analysis Cleanup & Retention Contract Negotiation	Uplifts Amendments eSignature for multiple contract parties	Consumption Breakdown .	Customer Feedback Edition
proCONTRACTS | Beverage	Initial Version	Gedat Interface	New Portal Features Contract Performance Analysis	Additional Standard Interfaces	NBA
proCONTRACTS | AI	Initial Version Interactive AI Chat	Automated Legacy Contract OCR Import, Analysis & Tagging	Deep Data Analysis	AI Contract Automation	Pattern Detection Contract Alerts Contract Advisor

Thank you.

CRM FIRST

BUILDING A SMARTER TOMORROW.

Together.

PRO CONTRACTS | PRO CONTRACTS BEVERAGE | PRO MEMBERS | PRO EVENTS | PRO GDPR