

# Contract Management and Sales tailored to the Food & Beverage Industry

**When Your Process Demands More, proCONTRACTS Delivers.**

proCONTRACTS is a modular and fully configurable CLM platform. proCONTRACTS | Beverage integrates contract management directly into your sales workflows, making it easier to handle complex pricing structures, approval processes, and product configurations. Built specifically for the demands of the food & beverage industry, this solution aligns your sales and contract processes, ensuring that every step - from proposal document to final agreement - follows a streamlined, efficient path.



## Beyond CLM - Contract Management and Sales Working Hand in Hand

proCONTRACTS | Beverage integrates contract management into your sales workflows, enabling precise handling of proposals, incentives, and approvals. This add-on ensures that every contract is fully aligned with your broader business processes. Here's how proCONTRACTS | Beverage enhances your contract and sales management capabilities:

### CLM

- Contract Dates and Parties
- Termination Details
- Meta Data
- Template Library
- Document Generation
- Communication Channels

### PROCESS

- Multiple BPFs
- Custom BPF Support
- Signature Process
- Approval Process
- Review Process
- Redlining

### SALES

- Proposal Generation
- Opportunity Integration
- Sales Add Ons
- Field Sales Apps
- Questionnaire Feature
- Sales Automation (Copilot)

### BPI

- Sales Process
- Project Integration
- Custom BPF

### AUTOMATION

- Detection of clauses
- AI powered import
- Obligation Management
- Risk Management
- System Health Monitor
- Amend, Clone, Follow-Up

### MORE

- Purpose Driven Apps
- In place visualization
- Agreement Portal
- Collaterals
- proSIGN
- Tools for contract execution



I open proCONTRACTS, see everything I need, sign and click submit – and that's it. There are no more emails, no more artificial folder structures and no more local storage of documents. Everything is in one database. In addition, all processes – including communication – are automated.

**Philip Stern**

Regional Sales Manager | Heineken Deutschland GmbH

## Why proCONTRACTS stands out – process driven contract management



### REAL-TIME DEAL STRUCTURING

In fast-moving sales, quick decisions matter. proCONTRACTS | Beverage lets you create proposals and contracts on-site with real-time pricing adjustments, so you can meet customer demands instantly.



### AUTOMATED APPROVALS

Complex deals often need multiple approvals. proCONTRACTS | Beverage automates this process, handling approvals instantly so your deals move forward without delays or manual intervention.



### 24/7 SALES WITH COPILOT

The sales process doesn't stop after business hours. proCONTRACTS | Beverage enables continuous sales support, ensuring that customer inquiries and opportunities are handled automatically.

## Built on Microsoft Technology:

## Full Integration for Seamless Contract Management

proCONTRACTS is natively built on Microsoft Dynamics 365, allowing seamless digitization and automation within your existing Microsoft environment. By leveraging Dynamics 365, you benefit from direct integration with your CRM data, eliminating the need for third-party interfaces and minimizing data loss risks. proCONTRACTS can also be implemented on Microsoft Power Platform, providing a flexible solution that offers advanced contract management capabilities.

## Expand your solution

CRMFIRST offers additional products that integrate seamlessly with proCONTRACTS, helping you create a comprehensive, end-to-end platform tailored to your needs.



Partner:

