



Streamlining multilingual contract creation and negotiation across multiple MedTech business units

“Documill has streamlined our workflows, ensuring consistency and visibility across the team.”

Customer Profile

A European Med Tech manufacturer has been promoting progress in medical technology for 80 years. The company revenue is more than 2B€ and it employs close to 10,000 people around the globe. It offers 13,000 products for human and veterinary medicine that help save lives, detect cancer at an early stage, enable minimally invasive surgery, and more.

Challenge

- Using siloed Word documents across business units in multiple countries, causing significant inefficiencies
- Inconsistent and hard to track sales process across a network of sales agents
- Highly customized Salesforce data model posed a challenge for using the data in quotations - other doc gen solutions were unable to handle product tables

Documill's Value

- Standardize and automate templates and business document generation
- Enable generation of quotes, contracts, invoices, delivery notes, and proof of performance documents across multiple business units and languages
- Enforce a centrally managed sales process through workflow orchestration and the ability to track each phase of contract negotiations

Documill's Impact

- Regained control by unifying templates and automating the sales workflow from creation to redlining and signature.
- Reduced risk and improved compliance.

INDUSTRY

Med Tech

PRODUCTS

Documill
Negotiate

