

Get deals done quickly, accurately, and profitably with Selectica Contract Management for Salesforce

Closing more deals starts with better contract management.

Don't let contracts be a bottleneck or keep you from closing business. Selectica Contract Management for Salesforce frees your sales team to spend more time with customers and less time expediting contract approvals. The bottom line: more time to close new business and more time to identify unmet needs in existing accounts.

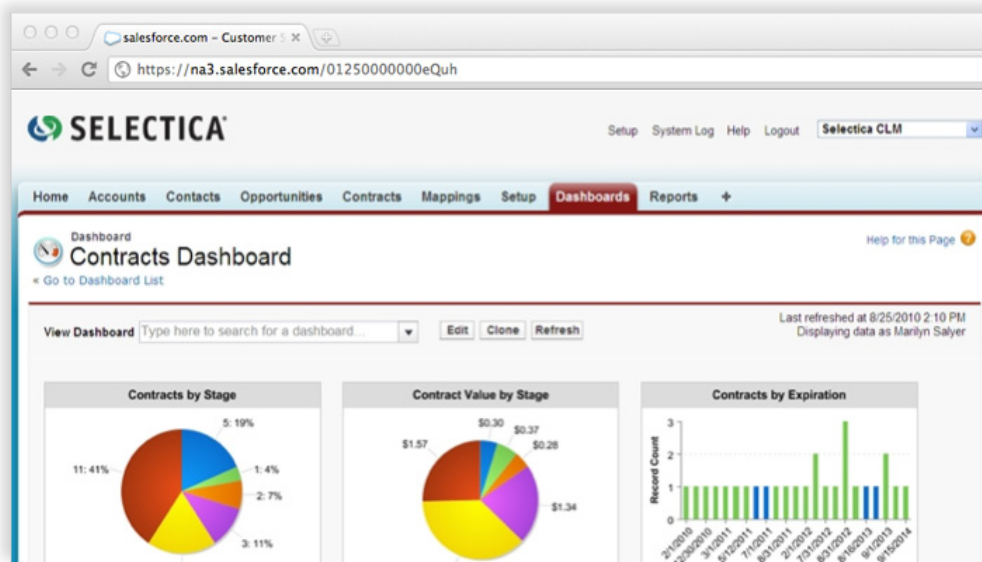
Selectica Contract Management for Salesforce enables your sales team to request, track, and find contracts in real time. Customizable approval and escalation workflows, advanced search, streamlined contract authoring, one-click contract approvals, and built-in reporting all help ensure that deals get done with greater accuracy, precision, and profitability.

With Selectica Contract Management for Salesforce you can:

- ✓ Customize the user experience
- ✓ Automate contract management workflows and business processes
- ✓ Close more sales cycles by reducing contract rework
- ✓ Increase profitability by reducing order errors
- ✓ Save time by automating approval process workflows

Use Selectica Contract Management for Salesforce to:

- ✓ Request, track, and find contracts without leaving Salesforce
- ✓ Align contract lifecycles to how you sell
- ✓ Specify conditional, serial, and parallel approval workflows
- ✓ View contract amendments and history
- ✓ Define parent agreements and gain visibility into contract families
- ✓ Configure contract dashboards
- ✓ Integrate with Microsoft Word



Key features and benefits

Work with contracts inside Salesforce

- Request new contracts, track request status, and find contracts associated with accounts and opportunities
 - Create new contracts without leaving Salesforce
 - Get real-time updates on the status of contracts
 - Report on contract management performance
 - Work with contracts via smartphone
 - Generate contracts in Adobe PDF or Microsoft Word format
 - Link with popular eSignature solutions
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Customize contract lifecycles

- Define contract lifecycles for each type of contract or selling strategy
 - Specify conditional, serial, and parallel approval workflows
 - Get graphical views of each contract's progress through lifecycle
 - Designate multi-step contract approval tasks at any lifecycle stage
 - Customize workflows to extend past contract execution
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Integrate with Microsoft Word

- Create and redline contracts in Microsoft Word
 - Create contracts from a library of approved language and terms
 - Use Microsoft Word formatting
 - Convert documents from Adobe PDF to Microsoft Word
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Import third-party contracts

- Import third-party contract documents in Microsoft Word or Adobe PDF format
 - Import faxed contracts
 - Extract and map critical terms and clauses
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Customize contract management dashboards

- Report on key performance indicators (KPIs), metrics, and analytics
 - Configure dashboards to show contract status, open tasks, and contract value
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Customize alerts

- Generate email notifications based on events, dates, tasks, approvals, and external system updates
- Set alert triggers



Learn more at
selectica.com/salesforce/cm

ABOUT SELECTICA

Selectica (NASDAQ: SLTC) provides Global 2000 companies with deal management solutions to close business faster, with higher margins and lower risk. Selectica offers tightly integrated applications for sales configuration, pricing, quoting, and contract lifecycle management, including modules for mobile devices and employee self-service. With over 100,000 users and more than one million new contracts processed annually, Selectica is changing the way companies do business. Selectica customers represent leaders in technology, healthcare, government contracting, and telecommunications, including Bell Canada, Cisco, Covad Communications, Fujitsu, CA Technologies, ManTech, and Qwest Communications. For more information, visit www.selectica.com.

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