8 Signs You Need Contract Automation

- Conga offers **some tips** on making the decision whether to look into contract automation.

First on the list is: “You keep your contracts on paper – in a filing cabinet.” Conga points out that B2B companies manage an average of 20,000-40,000 contracts at one time while 85 percent of those companies are using manual processes to manage them.

Some of the other tips, each with discussion, include: missing contract renewals, the sales team uses semi-manual processes to send out contracts or quotes, and the legal team has hundreds of clauses and no way to effectively manage or maintain them.

Read the article.

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