

SpringCM Achieves Platinum Status in Salesforce Partner Program

SpringCM, a document and contract management solution for Salesforce customers, has announced that it has been named a Salesforce Platinum Cloud Alliance partner.

As a Salesforce Platinum Cloud Alliance partner, **SpringCM** gains access to executive sponsorships, marketing tools, field sales alignment and product alignment, including early access to user interface releases. The net result is greater SpringCM innovation for Salesforce customers, according to a SpringCM release.

“The Platinum Partner designation gives us access to a comprehensive and broad set of resources, people and support – from Salesforce product managers to developers, marketers and executives – and translates into direct benefits for our customers and partners,” said Greg Buchholz, CEO of SpringCM.

The release continues:

SpringCM’s next-generation contract lifecycle management (CLM) app helps companies streamline contract processes through automation, with fully integrated and configurable cloud contract generation, workflow, and processing capabilities within a secure searchable repository.

“Salesforce supports a vibrant and populous ecosystem of independent software vendors and consultants, and SpringCM joins an elite group of Salesforce partners,” said Karry Kleeman, Chief Revenue Officer of SpringCM. “The successful implementations of our document and contract management workflow solutions are the drivers for this achievement, and we’re honored to reach this milestone.”

“Salesforce customers are looking to accelerate revenue, reduce costs, and improve the productivity of sales reps using the Sales Cloud,” said Mike Festa, Vice President of Sales for SpringCM. “One way to do that is integrating Platinum Partner apps like Steelbrick’s CPQ and SpringCM’s CLM. Our partnership with Steelbrick in 2015 generated a tremendous ROI for our joint customers, and with the recent acquisition of Steelbrick by Salesforce, we see this partnership accelerating further.”

SpringCM grew its Salesforce.com contracts management customers by 400 percent in Q4 2015, driven by five CLM product releases in calendar 2015. More than 150,000 companies call the Salesforce ecosystem home, and many leverage the platform, including tools like SpringCM Manage It™, the No. 1-rated CLM app that enables sales and legal pros to easily manage and automate the contracts process, from contract generation and review, to approval and renewal.