Why you need to accelerate your contract experience



60%-80% of B2B deals are governed by contracts, but 85% of companies are still using manual processes to manage those contracts. Your organization might be one of them. If it is, you know about how slow the contract cycle can be and the headaches that come with contract negotiations.

You may have experienced in the past the frustration of hunting for the latest version of the contract, or worse, sending redlines that you added to an out-of-date version. If you’re in sales, you’ve spent time tapping your foot waiting on feedback and approval from the legal team, fingers crossed that you can close this deal before end of quarter.

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