

# FRictionless CONTRACTING WITH SALESFORCE INTEGRATION

The reality is that every minute Sales spends struggling around with a contract document is one taken away from selling. For most organizations, that can translate to hundreds of hours lost that could have been dedicated to more selling. It's a lost revenue opportunity.

With Malbek's seamless Salesforce integration, we make contract management a frictionless experience for sales teams. The integrity of account data is fully protected as it flows from Salesforce into a new contract draft with a click of a button. And the experience of drafting, negotiating, and executing the deal is so streamlined that your sales team will only wonder why you didn't do this sooner.

Malbek tightly integrates with Salesforce objects, such as Account, Opportunity, Quote and even Custom Objects, while keeping the integration completely non-technical. As your business process, approval flow, and data evolves in Salesforce, business users can easily update integrated configurations without depending on IT or technical resources.

**MALBEK**  
CONTRACTS REIMAGINED



## KEY BENEFITS



### FASTER DRAFTING TIME

- Prepare a draft agreement in seconds
- Initiate contracts from approved opportunities or quotes in Salesforce
- Send the draft to customers instantly without having to wait for legal teams to create it



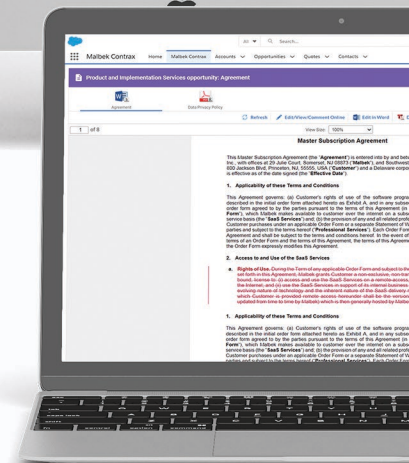
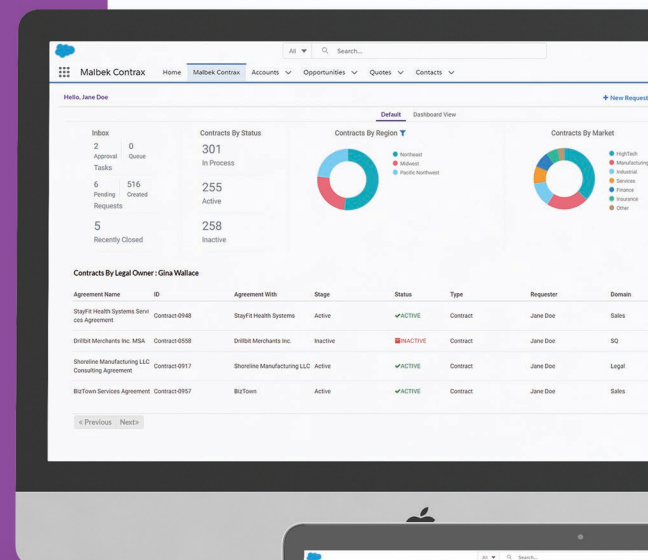
### INCREASED CONTRACT VISIBILITY

- Manage contract activity directly within Salesforce
- See where the contract is without having to ask legal team for status
- Monitor audit history on contract changes and approvals through its cycle



### REDUCED NEGOTIATION CYCLES

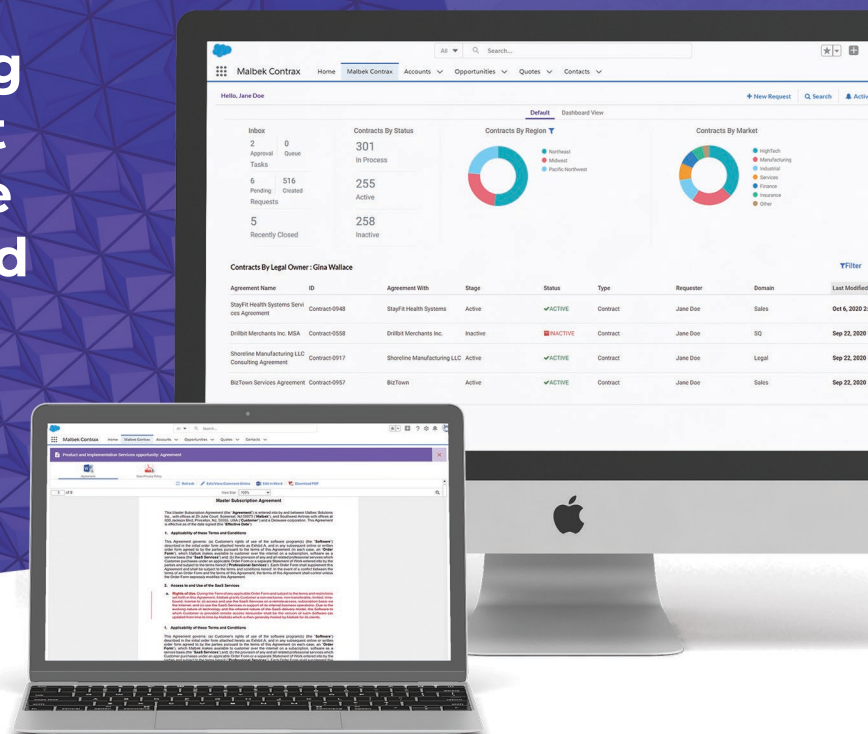
- Self-service access to contracting flow
- Switch between approved clause alternates
- Send for redline review or signatures



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**Malbek is transforming contract management from outdated to state of the art with its cloud technology and modern UI.**



## Key Benefits of Malbek Contrax™

- ✓ Searchable repository
- ✓ Contract request & authoring
- ✓ Intelligent clause library
- ✓ Redlining, negotiations, & review
- ✓ Mobile approvals
- ✓ E-signature
- ✓ Renewals & commitment tracking
- ✓ User & data security
- ✓ Contract insights
- ✓ Easy integration with Salesforce and other apps
- ✓ Artificial intelligence



### REDLINE AND EDIT

Work on your contracts in familiar tools you love, like MS Word, or online



### TRACK AND APPROVE

Expedite contracting with mobile approvals and track milestones with automated contract reminders.



### AUTOMATE AND STREAMLINE

Make sure the right people are approving the right contract at the right time.



**Don't just take our word for it.  
See Malbek Contrax™ for yourself.  
Request a demo at [malbek.io/demo](https://malbek.io/demo)**