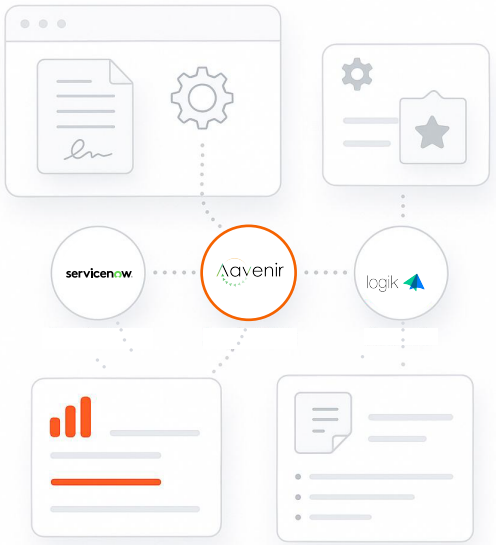
Aavenir Contract Management for ServiceNow CRM and Sales and Order Monogement (SOM)

Aavenir Contract Management for ServiceNow CRM and Sales and Order Management (SOM) supercharges the sale's engine by autogenerating contracts from ServiceNow SOM and CRM workflows. It ensures a unified flow of quote terms and pricing into contracts, eliminating manual entry and reducing errors.



From Quote to Contract: Built to **Eliminate Delays** and **Manual Handoffs**

Built on the ServiceNow platform and integrated with ServiceNow CRM and Logik CPQ and Aavenir Contractflow, the application provides real-time visibility into contracts, pricing, and execution timelines, empowering sales teams to accelerate the Lead-to-Cash journey.

Challenges

Manual Handoff Delays Risk Deal Closure	Sales, Legal, and Contract Managers rely on emails and spreadsheets that slow down contract creation and approvals.
Disconnected Systems, Disjointed Workflows	CRM, CPQ, and CLM tools operate in silos, preventing automation and creating redundant work across teams.
No Real-Time Visibility	Lack of contract status tracking within CRM limits sales reps' ability to follow up and forecast deals accurately.
Inconsistent Terms and Pricing	Misalignment between quote and contract details leads to compliance risks, customer disputes, and potential revenue leakage.
Low Scalability for Complex Deals	Handling large proposals with multiple line items or custom pricing manually makes it hard to scale and introduces operational bottlenecks.

Aavenir

Key Capabilities



Contract Creation from New Quote

Quickly initiate contracts the moment a quote is finalized and drive them through review, negotiation, approval, and execution stages - all within a single, connected workflow from SOM to Contractflow.



Real-time Contract Visibility

Give sales teams full visibility into contract details, pricing, entitlements, and related documents directly within the CRM, enabling informed decision-making at the account and opportunity level.

Update Contracts as Quotes Evolve

Make real-time updates to draft contracts as quotes change, ensuring alignment across stakeholders and minimizing the need for rework or version confusion during the sales process.



Track Changes with Quote and Contract Amendments

Easily trigger contract amendments from updated quotes, maintaining historical context and creating an accurate audit trail while keeping your contract versions compliant and up to date.



Configuration Flexibilty

Customize and configure how quote data flows into contracts by mapping headers and line items accurately, reducing manual effort, eliminating errors, and supporting complex industry-specific pricing models.

Real Results. Quantified Impact.

75%

Faster Deal Closure

Cut down contract generation time from days to minutes, accelerating the sales cycle and revenue recognition.

100%

Data Accuracy Between Quotes & Contracts

Achieve bulletproof compliance by eliminating mismatched terms and pricing across systems.

50%

Boost in Operational Efficiency

Free up legal and sales teams to focus on strategic work by eliminating redundant, manual tasks.

40%

Improvement in Contract Value Through Visibility

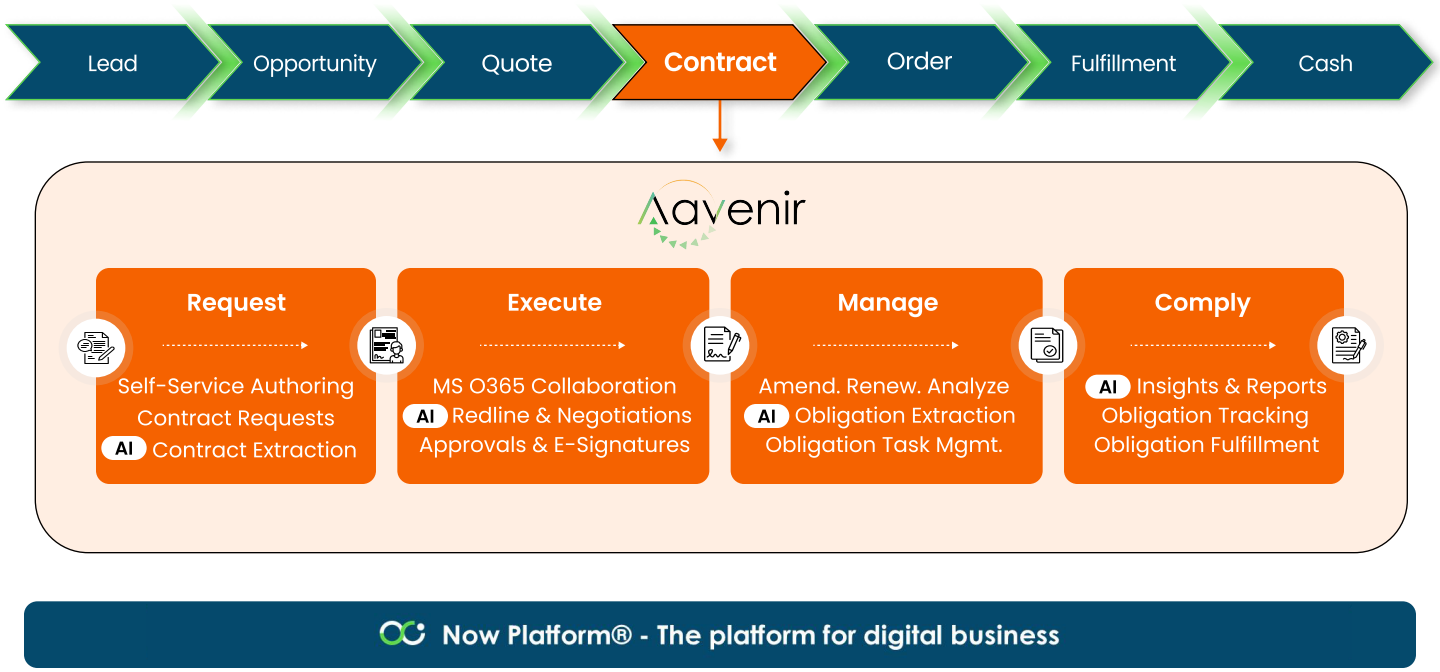
Empower better negotiations and upsells with real-time insights into contract status and customer entitlements.

Aavenir

Contract Management is a critical component of the **Lead-to-Cash** process

At most enterprises, the contract lifecycle begins while the quote is being worked upon or completed. A clean handover of quoted terms and pricing to the contract process is critical to preserve accuracy and speed up deal cycles. Similarly, a clean handover of contracted products, entitlements and terms to the order management process is essential for accuracy and frictionless fulfilment.

Aavenir Contract Management for CRM and Sales and Order Management powers ServiceNow CRM and Lead-to-Cash by connecting ServiceNow CRM, CPQ and Order Management Workflows with a robust Contract Lifecycle Management solution built natively on the ServiceNow platform.



Benefits

Accelerate Time-to-Revenue

Slash the contract turnaround time from days to minutes by automating creation and approvals directly from quotes.

Achieve Accuracy and Compliance

Maintain consistency of pricing, terms, and clauses across quotes, contracts, and downstream systems, minimizing legal risks.

Deliver a Better Customer Experience

Provide customers with faster, accurate contracts, improving trust and boosting conversion rates.

Support Complex Quotes with Ease

Handle 100+ page proposals, advanced pricing logic, and industry-specific configurations effortlessly.

Negotiate Without Disruption

Easily manage redlines and third-party contracts while maintaining linkage with original quote data.

LET'S CONNECT

Contact us today to learn more or request a live demo.

Email: contact@aavenir.com
Website: www.aavenir.com