



**malbek** | **salesforce**

## Turn Contracts Into Growth

Malbek's seamless integration with Salesforce makes contract management a frictionless experience for your sales teams.

For sales, every minute spent grappling with contract documents is a minute taken from company growth. With Malbek's Salesforce integration, contract drafting, negotiating, and deal execution have become faster and easier than ever before.



## Save Time & Improve Collaboration



### Eliminate friction and bottlenecks.

Integrating Malbek with Salesforce leads to better adoption, compliance, and quicker contract negotiations and approvals. Everybody wins!



### Enable self-service and save valuable legal time.

With Malbek CLM, legal touchpoints are reduced by nearly 97% allowing your legal teams to focus on strategic work without sacrificing expertise.



### Hit revenue targets with informed negotiations.

Gain insight into contract trends, inform sales strategies, improve cycle times, and evaluate growth opportunities.

## Success achieved with Malbek CLM

**70%** Reduction in cycle times

**50%** Reduction in time to close

**96%** Measurable productivity gains

# Features

**SINGLE-CLICK CONTRACTS:** Instantly prepare draft agreements, initiate contracts from approved accounts, opportunities, or quotes, and send drafts to customers without waiting for legal teams.

**FAMILIAR TOOLS:** Keep your sellers in Salesforce, utilizing the tools they know and love, ensuring every minute is dedicated to selling.

**INTEGRATE WITH MULTIPLE INSTANCES:** When dealing with M&A activity, you can have multiple Salesforce instances. Malbek easily integrates with all of them enabling seamless data flows and accuracy.

**NO CODE INTEGRATIONS:** Malbek's Marketplace allows for drag-and-drop integrations, as opposed to traditional integrations, which require expensive and time-consuming professional services and IT resources.

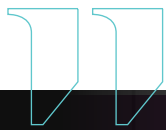
**MAINTAIN LEGAL CONTROL:** Self-service access to the contracting flow, switch between approved clause alternates, and seamlessly send contracts for redline review or signatures.

**REAL-TIME, 2-WAY DATA SYNC:** Manage contract activity directly within Salesforce, track contract status, and monitor audit history on changes and approvals.

**SIMPLIFIED CONTRACT REQUESTS:** Use data directly from Salesforce to minimize manual errors, draft contract language based on pre-approved conditions, and automate approval workflows.

**HIERARCHICAL ACCOUNT/OBJECT SUPPORT:** Malbek is the only CLM that can support hierarchical accounts and object with full data syncing.

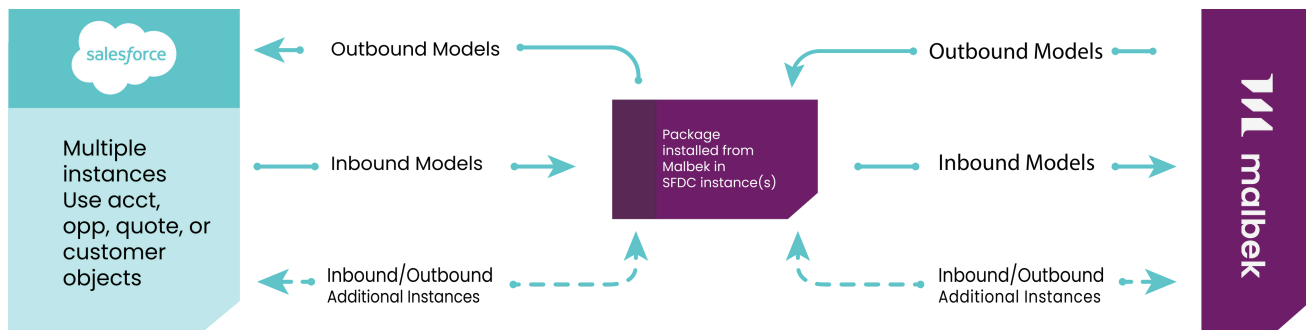
**APEXCHANGE:** Malbek is available on the Salesforce AppExchange and we are Salesforce certified.



Flexible and fast CLM! Integration setup takes minutes and I can now map new fields when business needs change, without any help from IT. 99% of the application could be administered by a business admin, including integrations, forms, and workflows.



## Malbek & Salesforce Integration



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