Eric Daggett, Vice President of Sales for Public Sector, Conga

conga

Federal News Network: Tell us about your apps?

Eric Daggett: Conga offers a flexible platform and set of solutions built natively on top of Salesforce that address a broad set of needs for federal, state and local government entities.

Our products include Composer, the number one downloaded application on Salesforce's AppExchange. Conga Composer allows public sector customers to automate document generation to get work done faster and easier in Salesforce. Users can create documents with dynamic data from Salesforce in the correct template, then send it, store it and trigger the next business process.

Conga Sign is a modern and highly secure e-signature solution. We now offer a FedRAMP-certified version of our e-signature solution, which is getting quite a bit of attention.

Lastly, Conga CLM (contract lifecycle management) has been a leader for over a decade. Conga CLM enables customers to create, negotiate, approve and store contracts in Salesforce.

Federal News Network: Why should government organizations use Conga apps?

Daggett: Conga is excited to be making contract management for federal, state and local government organizations easier than ever. Our solutions are purpose-built and designed to complement an organization's Salesforce environment. We partner with industry leaders like Carahsoft, the largest government partner and distributor, to tailor these solutions for the complex needs of government sector businesses.

Conga offers General Services Administration pricing, and we're fully approved to work across widely accepted contract vehicles including NASPO, NASA SEWP and others.

Our public sector team is knowledgeable and will work with government organizations to understand their unique use cases and discuss how peer

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agencies use our solutions to tackle similar challenges. With 12,000 customers and 5 million users, our solutions are tested and proven to help organizations achieve their desired outcomes.

Federal News Network: What benefits has your company received from being in the AppExchange?

Daggett: Conga's presence on the AppExchange gives our organization visibility and exposure to a large group of Salesforce users. It has also helped validate our products across market segments as users can rate AppExchange solutions. We're proud to be among the highest rated and most downloaded solutions on the AppExchange.

Federal News Network: What is unique in the integration and the benefits?

Daggett: Conga is unique in that we do not require organizations to integrate with Salesforce in a traditional sense. Our solutions are built natively on top of Salesforce, which means organizations simply configure Conga's solutions to suit their needs.

Federal News Network: Can you share any real-life examples of how your solution benefits government organizations?

Daggett: Conga solutions can be tailored to meet many government organizations' custom needs. Some examples include a Department of Social Services customer in one of the largest states

Transform the document process with efficient document generation and contract management

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on the West Coast. DSS is using our contract management solution to manage all contracts, including with foster agencies and directly with foster families.

Another large state in the South uses our document generation solution within their Office of the Attorney General Child Services Division. This division is using Conga Document Generation to select a user action via a picklist. The user navigates through a Salesforce flow and at the end of the flow they select Submit/Complete, which initiates the trigger to Conga to compose the document

associated with the legal action and merges the appropriate case data into the document. The outcome? A simple, quick way for users to create and send forms that sits on top of the Salesforce system.

Federal News Network: Is there anything else you want to share?

Daggett: Our solutions are purpose-built and designed to allow users to work more easily within Salesforce. Whether it's a full contract management process, a use case that requires an agency to send branded forms from Salesforce or simply a need to automate and digitize signatures, Conga offers the largest set of native-built solutions on the Salesforce AppExchange.

Our public sector team is well versed in the unique needs facing federal agencies, and we do business on most of the contract vehicles federal, state and local agencies prefer to leverage. ⟳