

# Contract Negotiation with Oracle CPQ Cloud



Oracle CPQ Cloud's contract management feature, provides an integrated solution to automate the generation of dynamic contracts, route contracts for approvals and signatures, store contracts with accounts or opportunities, and analyze contract trends. The enhancements to CPQ Document Designer enables users to compare and merge contracts, highlight differences in two contract versions, and accept or reject specific changes made by a customer or legal department. Administrators can leverage these capabilities to create a highly-customizable Contract Negotiation solution.

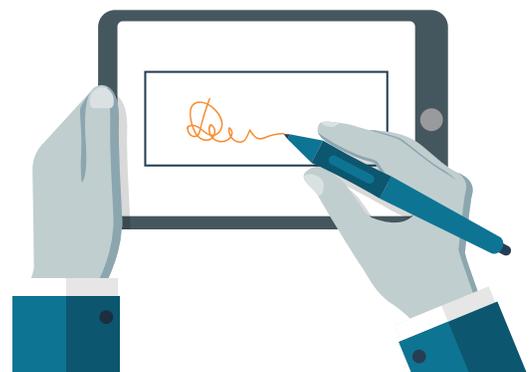
Using a web-enabled editor, your system administrator can customize templates—defining page size and layout, and adding tables, headers, footers, logos, and images to match your company's brand. These templates ensure that sales users create consistent contracts, helping your business present a professional image whilst protecting itself. In addition, the administrator can provide users with the flexibility to include language from pre-approved clause libraries as well as select fields that dynamically change the look and content of the contract.



The benefits of the Contract Negotiation functionality are described below:

- Quickly create Single-Language Document Designer template to create a contract
- View versions of a contract that have been modified and edited by customers or internal reviewers supporting legal process and standards
- Customize and generate a list of differences between documents created from the same Document Designer template
- Merge approved changes into a new document to ensure contracts meet organization and legal standards

For ease of use, administrators can leverage Microsoft Word to track changes in .DOCX files and integrate with DocuSign, allowing customers to electronically sign and approve changes and documents, furthering the benefits of Contract Negotiation in Oracle CPQ Cloud.



---

## Capture Contract Versions

Administrators can capture each version of a contract created to support their workflow and easily track changes. In order to receive approval of a contract in a timely manner, changes and attributes are linked and highlighted to specific actions for a sales user to easily compare contract versions.



---

## List of Differences Between Documents

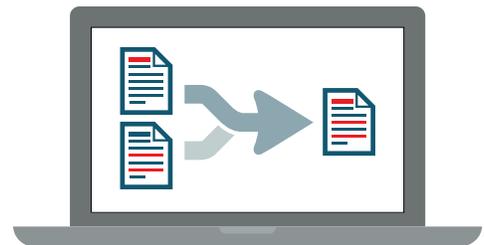


Generating a list of contract differences is supported and attained by capturing API identity differences in elements. This feature is useful when a Sales Representative sends a contract to a customer and modifications are made by the customer and then sent back to the Sales Representative. Deleted and edited content is tagged and returned to the Sales Representative in an organized list of differences made.

---

## Merge Approved Changes

Contracts modified by a customer can be quickly approved or rejected by a Sales Representative. The document is automatically merged with the correct and accepted change that the Customer and Sales Representative agree upon.



### Key Features

- Rules based contract templates
- Dynamic clause libraries
- Automated workflow approvals
- E-Signature lifecycle repository
- CRM, WordDoc and DocuSign integration



## Oracle Corporation

WORLDWIDE HEADQUARTERS  
500 Oracle Parkway  
Redwood Shores  
CA 94065  
USA

WORLDWIDE INQUIRIES  
Phone: +1.650.506.7000  
+1.800.ORACLE1  
Fax: +1.650.506.7200

[oracle.com](http://oracle.com)

Copyright © 2016, Oracle and/or its affiliates. All rights reserved. This document is provided for information purposes only, and the contents hereof are subject to change without notice. This document is not warranted to be error-free, nor subject to any other warranties or conditions, whether expressed orally or implied in law, including implied warranties and conditions of merchantability or fitness for a particular purpose. We specifically disclaim any liability with respect to this document, and no contractual obligations are formed either directly or indirectly by this document. This document may not be reproduced or transmitted in any form or by any means, electronic or mechanical, for any purpose, without our prior written permission.

Oracle and Java are registered trademarks of Oracle and/or its affiliates. Other names may be trademarks of their respective owners.

Intel and Intel Xeon are trademarks or registered trademarks of Intel Corporation. All SPARC trademarks are used under license and are trademarks or registered trademarks of SPARC International, Inc. AMD, Opteron, the AMD logo, and the AMD Opteron logo are trademarks or registered trademarks of Advanced Micro Devices. UNIX is a registered trademark of The Open Group.

**Integrated Cloud** Applications & Platform Services



Oracle is committed to developing practices and products that help protect the environment

CONNECT WITH US



**ORACLE**