

Close Deals Faster: Smart Agreement Management for 2x More Sales

Sales teams are always hustling to close deals and hit their targets, all while building and maintaining strong customer relationships.

Manual, dated ways of managing contracts, getting approvals, and using separate computer systems slow down these objectives and ultimately eat into valuable selling time.

But with smart agreement tools, teams see transformative results. A [report from Deloitte and Docusign](#) shows AI-powered agreements can help sales teams close deals quicker and focus on what truly matters: your customers.

The cost of poor agreement management

Agreements are central to every sales process, yet inefficient agreement management leads to a nearly \$2 trillion loss in annual global economic value. Broken down by company, that's an average of [\\$1.5 million in missed revenue](#).

Additional issues created by inefficient agreement management:

- Poorly structured deals
- Delayed deal closures
- Wasted time and misdirected efforts
- Disconnected workflows and systems
- Deteriorated customer relationships
- Lack of pipeline visibility
- Unreliable forecasting

Results

>70%

of sales leaders say smart agreements lead to improved forecasting, higher sales, and faster deals.

29%

report fewer delays from contract bottlenecks, drawn-out reviews, and other contracting issues.

2x

more likely to outperform productivity metrics than competitors without mature contract creation capabilities.

AI-powered agreement management sets high performers apart

Stop just managing contracts and start making them work for you. Modern agreement tools give sales leaders smart insights and smooth workflows. This frees up your sales team to do what they do best: sell.

With **advanced agreement management tools**, sales teams see:

- A significant reduction in deal delays
- Enhanced productivity and efficiency
- A dramatic reduction in cycle time
- Improved forecasting and win rates
- A higher likelihood of exceeding metrics

Win more deals with smart agreements

Advanced agreement management solutions can transform the sales function by reducing friction, providing actionable insights, and automating tedious, time-consuming tasks.

Is your company's agreement management process helping or hurting your sales deals? **Take our advanced agreement management assessment** to find out.

Discover areas for improvement and unlock the advantages of a fully developed agreement management system.

Use case examples

77%

of high-performing organizations say advanced agreement management helped them exceed business goals.

One Global Sales Executive noted that after using an advanced agreement solution, he decreased Routing, Editing, and Approval cycle times from **over three weeks to 45 minutes**.

About Docusign

Docusign brings agreements to life. Over 1.6 million customers and more than a billion people in over 180 countries use Docusign solutions to accelerate the process of doing business and simplify people's lives. With intelligent agreement management, Docusign unleashes business critical data that is trapped inside of documents. Until now, these were disconnected from business systems of record, costing businesses time, money, and opportunity. Using Docusign IAM, companies can create, commit to, and manage agreements with solutions created by the #1 company in e-signature and contract lifecycle management (CLM).

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