

The Integrations Advantage

How connected data transforms your business

Speakers



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Housekeeping



01



We are recording

02



Recording, deck, and additional resources will be available after

03





Ask questions via "Q&A" tool



Agenda



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- 01 Why connected data is critical to your business
 - 02 The value of integrations and CLM
 - 03 LinkSquares Integrations Ecosystem
 - Pre-Built Integrations
 - Custom Integrations
 - 05 Q&A



“

Of the in-house legal professionals surveyed, **70%** spend over an hour per day jumping between systems to gain a complete overview of work and determine priorities.

And **41%** spend three hours or more per day working back and forth with the wider business.

”

- [The 2024 In-house Legal Technology Report.](#)
Developed by InView

Business units work in silos, but often need to collaborate.

Sales



Procurement



Legal



LINKSQUARES





What are integrations?

Simply put, an **integration** connects multiple platforms together into a unified system.

- **Work where you want:** teams - from legal to procurement and beyond - can stay in the systems they know and love while easily working with stakeholders across the business.
- **Improved data quality:** building system integrations avoids back and forth communication and outdated data. Ensure you are always operating off the most up-to-date information.
- **Establish buy-in across your org:** purchasing legal tech that can seamlessly integrate with your organization ensures stakeholders see the value of your system as it pertains to them.





Benefits of LinkSquares for All Departments

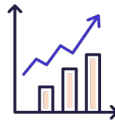
Human Resources

We want to sync our enterprise data and contract data so all stakeholders can work efficiently together.



Finance

We need to sync our financial data and contract data across platforms so teams have the most accurate forecasts.



Procurement

Connect our procurement systems and contract management tool so we can work with vendor data in real-time.



LinkSquares Integrations Ecosystem





Tell us your problem



Sales reps need to generate and submit order forms from PipeDrive. Can we...?

We need the data to update in both LinkSquares and Hubspot.

Can we get contract data into PowerBI?

I want contract analytics to populate in Snowflake.



We need the data to be in sync with Salesforce so that our sales team can stay in the loop.

We need dynamic approvals based on user hierarchy in Workday.

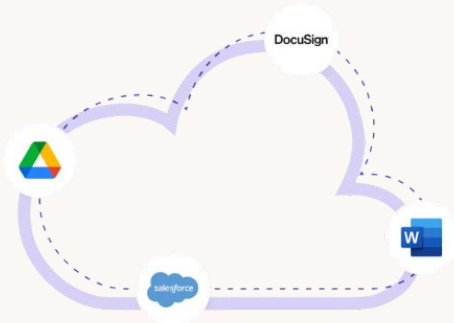
NetSuite users need to know when the contract is approved and done so we can proceed. Bonus points if we can automate this.



We have a solution



Pre-Built Integrations



Self-serve solutions your team can quickly implement with minimal support.

Custom Integrations



Custom integrations tailored to your workflows, fully built and maintained by our team of experts.

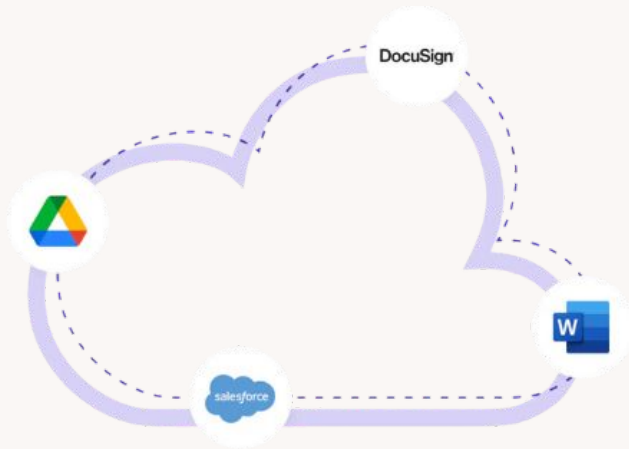
Pre-Built Integrations

What's readily available to you?



Pre-Built Integrations

Pre-built solutions your team can quickly implement with little to no support from LinkSquares.



- **Collaboration:**
 - Slack
 - Microsoft Word
- **eSignature:**
 - DocuSign
 - Adobe Sign
- **Cloud Storage:**
 - Dropbox
 - Google-Drive
 - OneDrive
 - Box
 - Amazon S3
 - Sharepoint
 - Sharefile
- **CRM:**
 - Salesforce
 - **New!** HubSpot

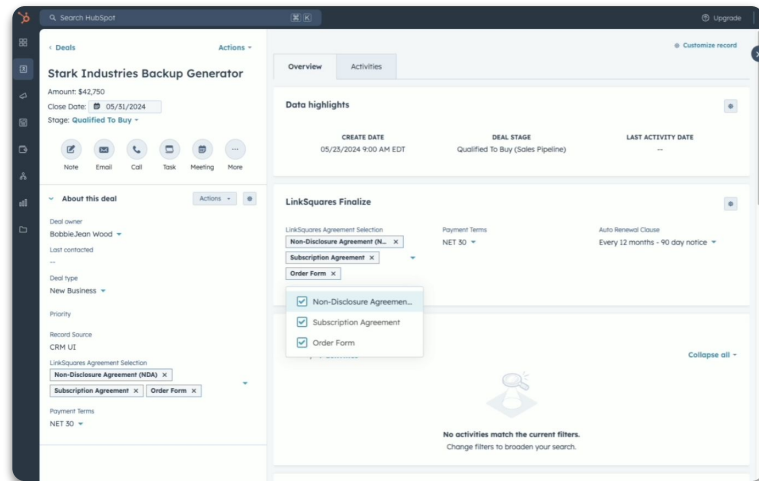


NEW! LinkSquares for HubSpot

Connect HubSpot with LinkSquares Finalize with several standard, Sales workflows so your CRM and CLM are in sync.

From HubSpot, generate the following agreements with tokenized data:

- Non-Disclosure Agreement
- Subscription Agreement
- Order Form



Custom Integrations

How our team can help!



Custom Integrations

Custom integrations are **tailored to your workflows**, fully built and maintained by our team of experts.

Work where you want

Allowing both legal and business teams to stay in the systems they love goes a long way in getting cross-functional buy-in on your CLM.



Partner with experts

This isn't just about development resources. We truly partner with you to understand how to fit the technology to how you work. Come with the idea, we will turn it into a reality.



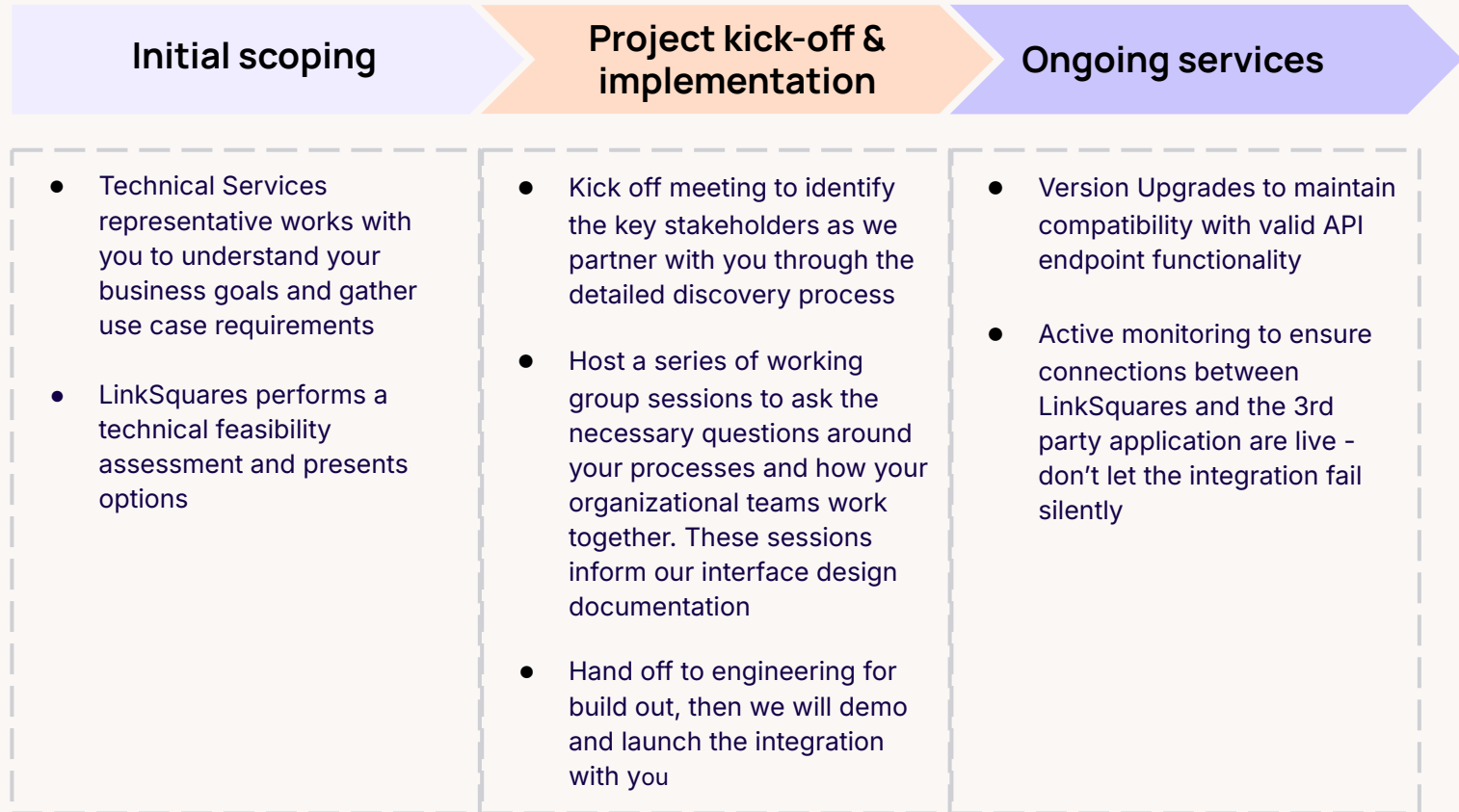
Ensure reliable results

No more relying on internal teams, third-party vendors, etc. We take the brainwork out of the equation to build and consistently maintain the integration.





Getting Started with Technical Services



Questions