

# TITAN Enterprise Suite

## Salesforce First Web Studio

### Product Overview

TITAN Enterprise Suite is Titan's **Salesforce First** solution for organizations running complex, high-volume, or highly regulated operations on Salesforce. It extends Titan's experience, document, and workflow capabilities with everything you need to scale, including governance, orchestration, and seamless deployment across teams and regions. One of the most powerful Titan experiences is the **Deal Room**, a single branded space where buyers and internal teams can complete deal steps, review documents, manage approvals, and keep everything tracked in Salesforce.

### The Problem

As Salesforce programs scale, organizations hit the same enterprise constraints.

#### Complex Processes Do Not Scale Cleanly

- ⊗ Revenue And Service Workflows Span Multiple Teams, Systems, And Approvals
- ⊗ Small Gaps Create Delays, Rework, And Inconsistent Outcomes
- ⊗ Process Knowledge Lives In People, Not In Salesforce

#### Governance And Traceability Are Inconsistent

- ⊗ Sensitive Content Gets Shared Through Email Threads And Ad Hoc Links
- ⊗ Approvals, Redlines, And Changes Are Hard To Audit End-To-End
- ⊗ Access And Visibility Are Hard To Standardize Across Roles, Teams, And Regions

#### Tool Bloat Stalls Deals

- ⊗ Separate Tools For Portals, Intake, Files, Documents, Signing, CLM, And Workflow
- ⊗ Integrations Create Sync Delays, Failed Handoffs, And Admin Overhead
- ⊗ The Experience Breaks Into Disconnected Steps

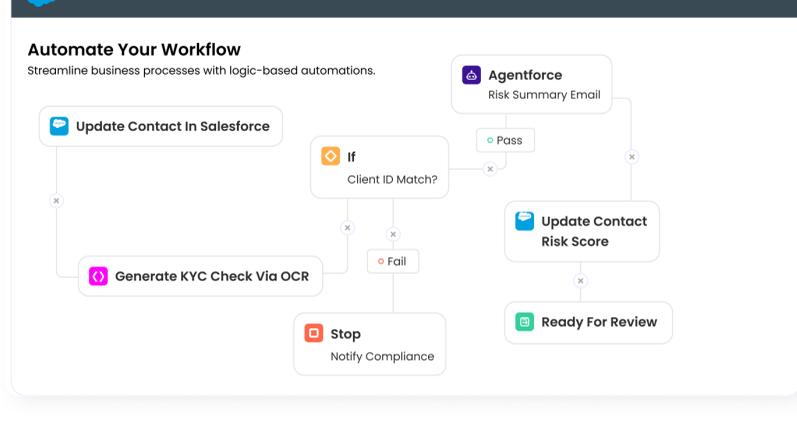
#### Buyers Lose Momentum

- ⊗ Stakeholders Jump Between Attachments, Threads, And Scattered Links
- ⊗ Next Steps Are Unclear, Deals Stall
- ⊗ Internal Teams Spend Time Chasing Updates



### Titan's Salesforce First Solution

TITAN Enterprise Suite combines everything you need into one Salesforce-driven toolkit. It brings portals, forms, workflow orchestration, document generation, eSignatures, CLM, and file handling into governed processes, all with Salesforce as the system of record.



### The Deal Room Experience

Powered by **TITAN Enterprise Suite**, the **Deal Room Experience** brings all aspects of the deal process into a single, real-time, Salesforce-integrated space. As part of the Enterprise Suite, it seamlessly combines document generation, eSignature, and workflow automation into one end-to-end solution. Whether you're managing documents, collecting signatures, or automating approvals, Titan ensures everything stays within Salesforce, providing complete visibility and control.

This **Deal Room** enables your team to manage every step of the deal lifecycle, from document generation to eSignature, while keeping all actions governed and synchronized in real time.

### How It Works

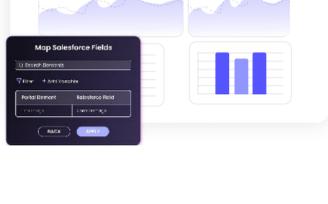
#### 1. Launch the Deal Room Experience

Create a branded, secure portal where buyers and internal teams see deal status, next steps, and the right content in one place, built for web and mobile.



#### 2. Capture inputs and files

Use embedded forms to capture required details, uploads, and confirmations. Keep files tied to the deal record, not buried in inboxes.



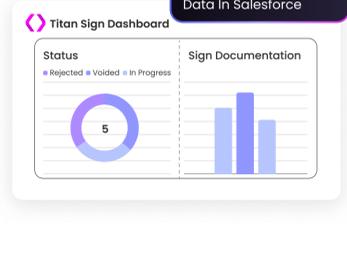
#### 3. Generate deal documents

Generate proposals, order forms, contracts, and statements of work directly from Salesforce data using standardized templates and controlled outputs.



#### 4. Run review, approvals, and signature

Route documents for legal and finance review, manage redlines and approval stages, then send for signature with tracked completion.



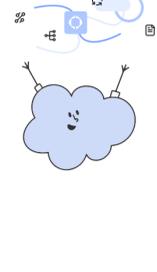
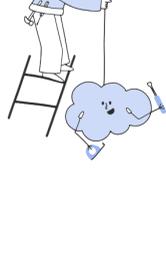
#### 5. Track everything in Salesforce

Every step writes back automatically, including links, statuses, milestones, and audit trails. The Deal Room Experience stays current without manual follow-up.

### Key Capabilities of Titan Enterprise Suite

#### Enterprise Governance For Experiences

- Permission-aware experiences aligned to Salesforce data policies
- Standardized rollout across teams, regions, and use cases
- Auditability through logged actions and record updates



#### Workflow Orchestration At Scale

- Multi-team routing and approvals
- Conditional paths and stage-based experiences
- Consistent execution across complex programs

#### Documents, CLM, And ESignature Integrated Into Workflows

- Document generation embedded directly into each step of your flow
- CLM stages for review, redlines, and approvals
- Signature collection tied to workflow milestones
- Completion linked back to Salesforce records



#### Deal Room Experience Enablement

- A single branded space for buyers and internal teams
- Role-based content, status, and next steps
- Fewer check-ins, fewer loose ends on high-stakes deals

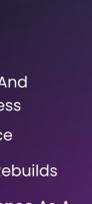
### Security & Compliance

- Access control aligned to Salesforce governance
- Traceability through Salesforce updates and logged activity
- Designed for regulated and high-stake workflows



### Popular Use Cases

- Deal Rooms for complex sales cycles with multiple stakeholders
- Contract review and approvals tied to Salesforce records
- Renewals and expansions with repeatable steps and governed documents
- High-compliance workflows requiring access control and audit trails
- Multi-region or multi-BU programs needing standardization



### Why Titan

Unlike Point Solutions That Fragment Enterprise Workflows:

- ✔ Titan Brings Experiences, Workflows, And Documents Into One Governed Process
- ✔ Titan Keeps Control Tied To Salesforce
- ✔ Titan Scales Across Teams Without Rebuilds
- ✔ Titan Enables The **Deal Room Experience** As A Repeatable Operating Model

TITAN Enterprise Suite is the **Salesforce First** Web Studio for organizations that want to reduce tool count and streamline deal processes, with every step tracked in Salesforce and built to scale across teams and regions.