

Year of the contract 2022



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Welcome to our Year of the contract report 2022

What a year 2022 was! Not only did a lot happen in the wider world, but a lot happened in the contract world too!

Now, we can't speak about every last contract created, sent and signed this year. But what we can do is speak about the contracts that were signed using Onflow. So we asked our systems wizards here in Sweden and over in Sri Lanka to give us some insights into Onflow contracts over the course of the year just gone.

So, let's not waste any more time.
Let's dive straight in.



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When are people
signing?

Created, sealed,
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Wonders worked

Move from friction
to flow

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When are people signing?

People sign contracts all the time. And with Oneflow, we do mean all the time. Every day, all around the clock, in fact. Added to that is that 60% of all Oneflow contracts were signed on mobile devices, while 70% of contracts were opened for the first time on a mobile device.

Unsurprisingly, the most common day to send contracts using our solution is Monday, while the most common day that they're signed is Tuesday. It might be because the Monday blues are there, or because people like to think on these things overnight. Both are equally possible.

An incalculable number of PDFs have been replaced with dynamic digital contracts. For companies right across the world, it's easier than ever to create, send and get their contracts signed.



When are people
signing?

Created, sealed,
delivered

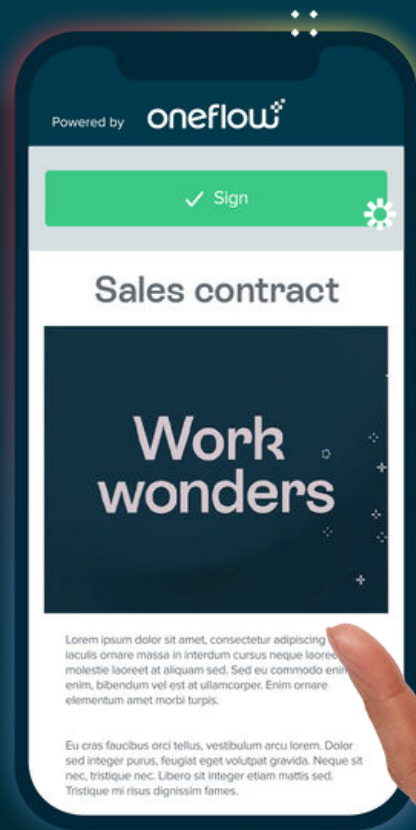
A year of contract
growth

Wonders worked

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Stats in brief

- Oneflow contracts are signed every day
- 60% of all contracts signed, and 70% opened, on mobile devices
- Most contracts are sent on Mondays
- Most contracts are signed on Tuesdays
- An incalculable number of PDFs have been replaced with dynamic digital contracts



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Created, sealed delivered

While Tuesday is the most common signing day, but it was actually back in November that the most contracts were sent. So Tuesdays in November 2022 were great days to get your contracts signed!

In fact, in 2022, an average of 9 out of 10 of all Oneflow contracts that were sent went on to be signed. In November, even more were signed. In fact, a little over 9 out of 10 of all contracts that used our chronological signing order feature went on to be signed!

This number was across the board, with Oneflow contracts being signed across the world.



When are people signing?

Created, sealed, delivered

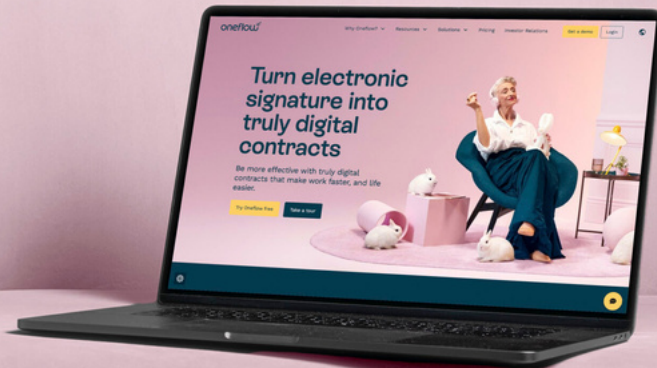
A year of contract growth

Wonders worked

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Stats in brief

- November was the month that saw the most Oneflow contracts sent
- 9 out of 10 of all contracts sent were signed
- Even more that used our signing order feature were signed
- Contracts signed across the world



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A year of contract growth

Last year, there was a huge growth in the number of contracts being sent by Oneflow users, of which 86% were signed. In fact, Oneflow contracts were sent in 10 languages.

But this doesn't just mean more Oneflow contracts. It also means even better growth for those sending the contracts. Truly digital contracts are, on average, signed 13x faster than PDF contracts. Not only that, they also eliminate those endless email chains that drive so many sales and customer success people mad.

As a Oneflow contract is opened an average of 6 times, you can also be sure that your key stakeholders are taking the time to check it carefully. On average, 7 [stakeholders](#) are involved in the average B2B contract. But they're able to do that more easily than ever before, with the average time inside a contract cut in half.

If you need to make an edit, don't worry. You can do that live in Oneflow. In fact, that happened 112 million times in 2022.



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Stats in brief

- Huge growth in the number of contracts being sent through Oneflow
- Sent in 10 languages
- On average, signed 13x faster than PDF contracts
- Opened an average of 6 times per contract
- 112 million edits made to Oneflow contracts



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Wonders worked

Onflow was integrated into a ton of programs in 2022. But the most popular were HubSpot, Salesforce and Teamtailor. Given that our new Salesforce integration was launched last year, this is particularly exciting.

More people than ever before were able to make use of Onflow's integrations to unleash the full power of digital contracts. But that's not all. In 2022, we also launched new integrations with Pipedrive, Google Workspace, and Power Automate. So you can embed your digital contracts into your workflows more easily than ever before.

With Onflow, contracts are renewed an average of 4 times. You can even make sure that one doesn't accidentally lapse, thanks to our automatic renewal reminders. These reminders help make sure that you have the time to renegotiate, or just simply renew, your contracts.



Stats in brief

- Oneflow contracts renewed an average of 4 times, with automatic reminders sent
- HubSpot, Salesforce and Teamtailor were most popular integrations
- All new Salesforce integration launched
- Integrations with Pipedrive, Google Workspace and Power Automate also launched

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Speed up your processes across departments with truly digital contracts, so you can propose, collaborate, and close. All in one place, and all in one day.



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Integrate Oneflow with your CRM



Salesforce Automate
Contract workflows
inside Salesforce.



Upsales
Close deals faster with
automated contracts from
Upsales.



Membrain
Empower your sales
teams with digital
contracts inside
Membrain.



Microsoft Dynamics 365
Drive shorter sales cycles
with Oneflow for dynamics
365.



Pipedrive
Grow your revenue with
digital contracts in your
Pipedrive deals.



HubSpot
Manage your entire
sales process directly
from HubSpot.



Google Workspace
Easy contract
management inside of
your favorite Google
Workspace apps.



Microsoft Power Automate
Automate contract
workflows with Oneflow
for Microsoft Power
Automate.



Superoffice
Streamline sales
processes with
automated contracts
inside Superoffice.

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Wonders worked

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About Oneflow

- Founded in 2012
- Publicly listed in 2022
- 150+ employees in 7 countries
- Users in 25+ countries
- Complete platform for the future of all contracts

Get in the flow

Move your business from friction to flow now. We can't wait to hear from you.

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Phone: +46 8 517 297 70



● Local offices

