

DocuSign helps organizations connect and automate how they prepare, sign, act-on, and manage agreements. As part of its cloud-based System of Agreement Platform, DocuSign offers eSignature—the world’s #1 way to sign electronically on practically any device, from almost anywhere, at any time.

### DocuSign Stats

- **Hundreds** of millions of users in most countries of the world
- **84%** of DocuSign documents are completed in 1 day; **62%** in 1 hour; **51%** in 15 minutes
- **Average** of \$36 of incremental value delivered to customers per transaction
- **60%** of transactions are completed via DocuSign’s award-winning API
- **350+** prebuilt integrations with popular business apps



### The business challenge

Successful companies have a long history of leveraging technology to replace slow, complicated, manual processes to drive efficiency, reduce costs, and improve customer satisfaction. That is, with the exception of antiquated ways to capture and use information and collect payment during transactions, particularly when decisions, approvals or signatures are required. While companies have automated manual, paper-based processes leading up to and following the actual signature, many still needlessly rely on pen and paper to transact business. This slows business, delays results, and creates a negative customer experience. It shouldn’t be this way. It doesn’t have to be this way.

### Accelerate business and simplify life with DocuSign

DocuSign replaces the need to print, fax, scan and post documents with the easiest, fastest, most trusted way to make every agreement digital. DocuSign’s System of Agreement platform enables organizations of every size, industry and geography to accelerate agreements, workflows and payment.

### DocuSign trust, security certifications and audits

DocuSign is the trusted Systems of Agreement platform among Global 2000 and Fortune 500 companies, offering world class security and unparalleled reliability that meet or exceed rigorous third-party audits and customer security assessments.

- **Trusted in Financial Services:** 10 of the top 15 global financial companies choose DocuSign
- **Trusted in Tech:** 9 of the top 10 U.S. technology companies choose DocuSign
- **Trusted in Life Sciences:** 18 of the top 20 global pharmaceutical companies use DocuSign
- **Trusted in Sales:** DocuSign is the exclusive System of Agreement solution used by Salesforce sales reps to close deals
- **Security Certifications and Audits:**



## Customer Quotes:

"In the past, the time it took to get a signed application returned was on average 3 days. Now our members complete the entire loan process with DocuSign within 10 minutes."

- **Suzanne Brillault Jensen**,  
Director of Operations Support, BECU

"We're actually selling more than we did prior to DocuSign. After six months of data we were able to show that the agents who used DocuSign sell more business because they have more time to sell than the agents who don't. That combined with a great experience translates to more, happier members."

- **Chris Lavin**,  
Enterprise Sales Manager – Field Agency Sales Specialist, AAA of Washington Human Resources

"DocuSign was a win for both our customers and our business. It helped our customers reduce several minutes off each transaction which may not sound like a lot but when you do tens of millions of transactions a year, it really adds up to a significant impact. From a business perspective, we saw an increase of about 20% from conversion (closure)."

- **Bill Sanbeg**,  
Sr. Director, IT Development, T-Mobile



**DocuSign helps close deals faster to earn revenue sooner, reduce costs and streamline contracts so companies can stop chasing paperwork to focus on their customers."**

- **Parker Harris**, Co-founder & CTO, Salesforce

"We saw a 70% reduction in our traditional workload just because we weren't shuffling paper. We've re-tasked staff with work that is of higher value to the university."

- **Paul Bowman**,  
Former Director of Purchasing Services, Utah State University

"When we look at our projected growth for the next three years and calculate the money our Franchise Partners will be saving on paper, postage services and administrative hours by using DocuSign, we're looking at huge savings—in the ballpark of \$1.5 million."

- **Andrew Fowler**,  
Partner Support Manager, Expedia CruiseShipCenters

"Using DocuSign, we're putting Nevadans to work faster, making government more user-friendly, and increasing transparency and efficiency."

- **Teresa Schlaffer**,  
Business Process Analyst, Nevada Department of Transportation

"I could not do my business without DocuSign. Since I started using DocuSign, my business has grown 50%. We love using the iPad app and working while mobile. Without DocuSign I wouldn't be able to provide the best customer service."

- **Tina Merritt**, Nest Realty

"Very few digital solutions are willing or able to adhere to the very specific and rigid security standards that we face in healthcare in order to protect the privacy and data of our patients. DocuSign's solution is perfect for us; they understand healthcare and built their solution to meet our security needs."

- **David Lafferty**,  
EVP/Chief Information Officer, Tidewell Hospice

"Speed and ease of use are essential for HotelTonight – DocuSign was the perfect partner to bring both to how we work with hotels around the world. DocuSign allows our hoteliers to sign agreements from anywhere in the world, on any device – quickly, easily and securely."

- **Sam Shank**,  
CEO, HotelTonight

### RANKED #3

ON THE **FORBES** WORLD'S BEST CLOUD 100 COMPANIES LIST

### RANKED TOP 30

**GLASSDOOR** HIGHEST RATED PRIVATE CLOUD COMPANIES TO WORK FOR

### HONORED WITH

**BEST ENTERPRISE API** AT **API WORLD**

### About DocuSign

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For U.S. inquiries: toll free 866.219.4318 | [docusign.com](http://docusign.com)



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