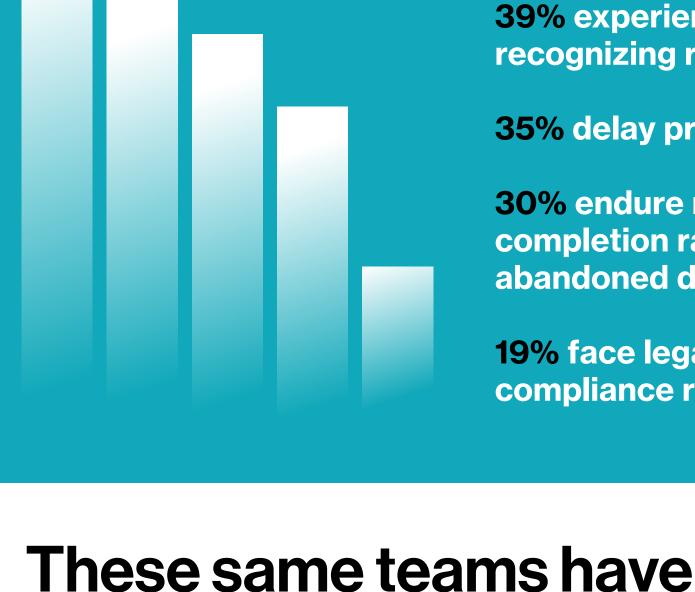
DocuSign®

Making the Move. Why Procurement Teams Leave Manual Paperwork Behind.

Digital transformation benefits every phase of the agreement lifecycle

The truth is paper documents create issues for procurement teams 45% report a drop in customer experience



39% experience delays in recognizing revenue

35% delay project kickoffs

30% endure reduced completion rates or

19% face legal and compliance risk

abandoned deals

priorities that will make using paper more painful

Enhance security & compliance

experience

Improve customer

Increase 67% business agility

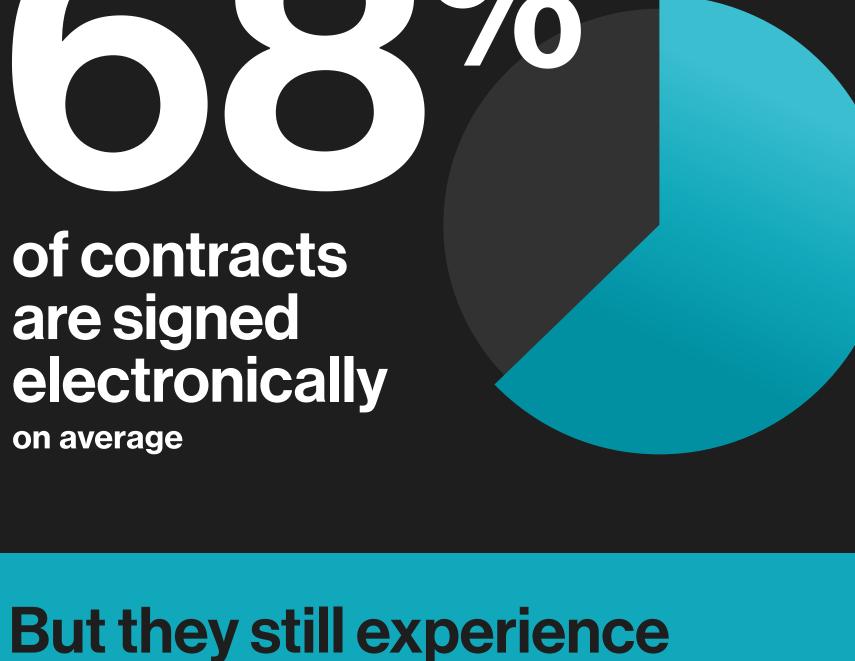
To achieve these goals,

70%

savvy teams have begun to automate contract processes

A majority have started out

strong with electronic signature



the agreement lifecycle **Preparation** Rework due to manually transferring data 63% Manually adding duplicate information 48%

Taking action

to teams 55%

problems with other stages of

Management

Inability to search full text of all agreements 62%

Lack of visibility into signed

Manually routing agreement

incorrectly entered data 48%

Errors and rework due to

The message is clear. Companies that don't go all-in

on digital transformation miss

the benefits of automation.

documents 49%

Only 6%

Only

31%

12%

Only

store agreements where they can be searched & analyzed by technology

use contract management

software anywhere in their

prepare agreements from

automatically upload most

agreement information and

business systems

trigger next steps

organization

contract lifecycle

management

templates autofilled by other

DocuSign was named a leader in the

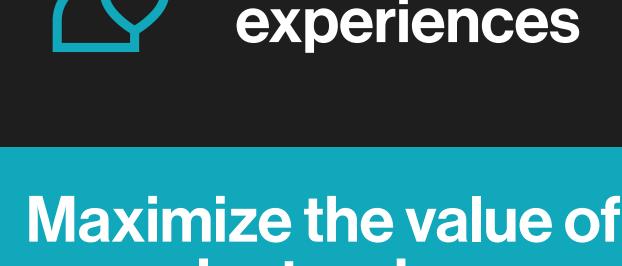
2020 Gartner Magic Quadrant for



Increase compliance

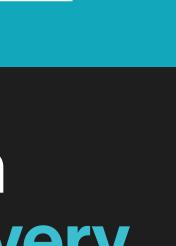
Improve customer

Do business faster



your electronic signature investment

experiences



Learn how DocuSign can help automate every step of the agreement process and improve the customer experience

DocuSign[®]
Agreement Cloud[®]

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Learn more

Source

A commissioned study conducted by Forrester Consulting on behalf of DocuSign, January 2020.