

#1 CLM for the #1 CRM

“DocuSign is a Leader in this Magic Quadrant because of its excellent customer experience scores and overall product capabilities. It also scored high in completeness of vision because of its ability to understand its customers’ needs.”

Deepest Salesforce integration

“Customers stated that they chose DocuSign CLM because of its high level of integration with Salesforce.”

Differentiated customer success

“DocuSign received the highest score of any vendor in this Magic Quadrant for its ability to understand customers’ needs and the timeliness and completeness of its responses to questions about products and services.”

Robust product capabilities

“DocuSign CLM scored above the average for its overall product capabilities. Specifically, it received high scores for requesting a contract, managing the negotiation and approval workflow, document (redline) comparison, auto-approvals and workflow configuration.”



Why DocuSign CLM?

Sell with a brand customers know and use

DocuSign is a trusted brand by the Salesforce customer base. It has the most downloaded eSignature app on AppExchange, with 6,600+ joint Salesforce customers. And, these customers are happy (NPS score of 66). All this helps you get DocuSign CLM deals done smoothly. Plus DocuSign’s use cases extend into the back office, allowing you access to sell more seats.

Drive innovation, not customisation

DocuSign CLM uses one custom object vs. dozens with competitors, keeping customer data models clean with less syncing. Clean data opens the door to easier Billing upsell.

Drive customer success

Clicks-not-code configuration translates to a faster path to value when compared to other CLM vendors. Streamlined, familiar DocuSign UI across the entire platform accelerates adoption of joint DocuSign-Salesforce solution.

Key titles

Sales – CRO, Head of Sales/Growth/Revenue

Legal – General Counsel, Chief Legal, Contract Manager

Sales Operations – VP, Director

IT – CIO

What to listen for

Contract creation and negotiation is a manual process, slowing down the sales cycle.

Approvals process is complex or requires legal oversight and creates bottlenecks.

Current process is not integrated with Salesforce, and is prone to errors and waste.

Contracts are scattered around multiple systems or just throughout their Salesforce instance. Difficult or time consuming to find.

Joint customers



Results

NCR reduced its contract time to completion by

75%

OmniTRAX automated

80%

of its contract work

Drybar's general counsel saved

2hr

per day

About DocuSign

DocuSign helps organisations connect and automate how they prepare, sign, act on and manage agreements. As part of the DocuSign Agreement Cloud, DocuSign offers eSignature: the world's #1 way to sign electronically on practically any device, from almost anywhere, at any time. Today, more than 500,000 customers and hundreds of millions of users in over 180 countries use DocuSign to accelerate the process of doing business and to simplify people's lives.

DocuSign, Inc.

Level 8, 126 Phillip Street
Sydney NSW 2000
Australia

docusign.com.au

For more information

apac@docusign.com
+61 2 9392 1998
Toll-free (within Australia)
1800 255 982