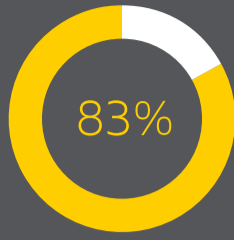


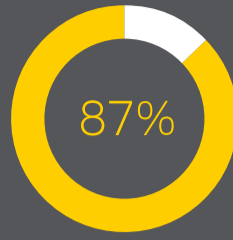
Industry Trends



Companies need to **process contracts more quickly** to conduct business most efficiently.



On average **83% of contract cycles** are taking businesses 2-6 weeks to complete.



The contract approval process causes **deals to stall 87% of the time.**



98% of the time human error has an impact on the contract process.

Business Pains



Lack of visibility into a deal's status to identify where it is stalling.



Rekeying data **introduces errors.**

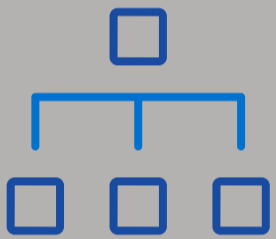


Tracking down signatures and scheduling signing sessions is time consuming and challenging.

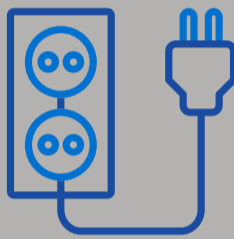


Identifying customer needs and trends is difficult.

Why go Digital?



Integration with leading CRM systems provides **real-time insight into deal status.**



Automating sales contracts **saves time and eliminates errors** introduced by manual data entry.

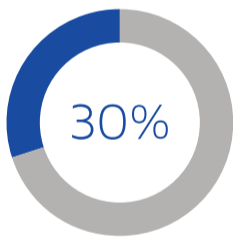


Get signatures from almost **anywhere in the world**, on practically any device.

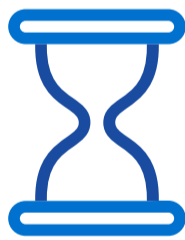


Acquire and **securely store valuable information** about your customers to tailor your services to their specific needs.

Proof Points



Some companies achieve up to **30% uplift in close rates.**



Saleforce.com **cut its deal close time** from an average of two days to more than 90% closed in less than a day, and 70% in less than an hour using DocuSign.



LinkedIn **slashed the time from deal close** to initial invoice from 25 days to only five.

Why DocuSign?



DocuSign integrates with Salesforce.com, Microsoft Dynamics CRM, NetSuite, and many other solutions.



DocuSign is fast—with DocuSign you can close a deal in minutes instead of days.



DocuSign allows you to revise contracts at the click of a button to easily modify deal terms, taking the hassle out of revising contracts in person.



DocuSign integrates with the CRM systems where salespeople already work so you don't need to rekey data and send out reminders, allowing more time selling and less time tracking down signatures.

Learn more about how eSignature facilitates quick communication between companies anytime, anywhere. Start your free trial with DocuSign today!