

## Send, Sign and Succeed with the World's #1 Electronic Signature Solution

Agreements are everywhere, from sales contracts and offer letters to account openings and invoices. Manual paper-based agreement processes reduce employee productivity, delay business outcomes and create legal and compliance risks. Paper-based signature processes that involve printing, scanning, faxing and re-keying data lead to \$36 in additional costs per agreement.<sup>1</sup> Organizations need a modern way to transact business that is completely digital, reliable and safe.

DocuSign eSignature is the fast and secure way to send, track and sign agreements anytime, anywhere, on a wide variety of devices.

As part of the DocuSign Agreement Cloud, eSignature connects with other DocuSign applications that accelerate your agreement processes before and after the signature.

### Key capabilities

#### Accelerated agreements

By eliminating paper and manual steps, signature processes that used to take days can be completed in hours or minutes. Across the DocuSign eSignature customer base, 82% of agreements are completed in less than a day, 50% in less than 15 minutes.

#### Top-rated mobile app

In an increasing mobile world, DocuSign eSignature is the mobile leader. On both the Apple App Store and the Google Play Store, the DocuSign eSignature mobile app has an average of nearly 5 out of 5 stars. Responsive Signing functionality automatically adapts documents for mobile to the size and orientation of the signer's device. No more needing to pinch and zoom around a shrunken-down PDF.

#### Legal validity

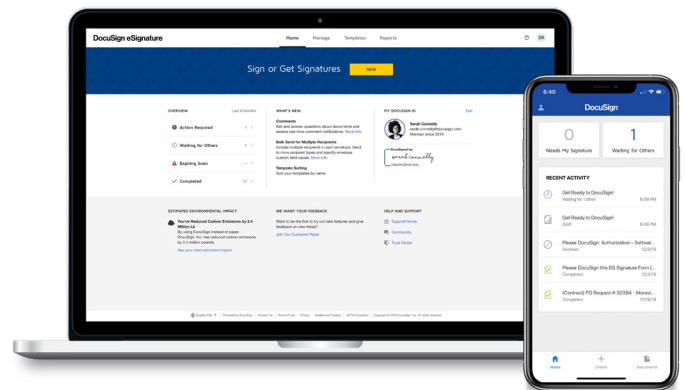
DocuSign eSignature is lawful in the United States, the European Union and most civil and common law jurisdictions for agreements. As a result, DocuSign eSignature is legally enforceable for most business or personal transactions around the world. Consult the [DocuSign eSignature Legality Guide](#) for country specific e-signature laws and requirements.

**500,000+**  
customers

**100s of millions**  
of signers annually

**350+**  
pre-built integrations with  
third-party applications

**#1**  
ranking for e-signature apps  
on app stores and Salesforce  
AppExchange



### Trusted by over 500,000 customers including:

10 of the top 15 global financial services companies

7 of the top 10 global technology companies

18 of the top 20 global pharmaceutical companies



## Key capabilities (continued)

### Global acceptance

Signers in 180 countries use DocuSign. The DocuSign signing experience supports 44 languages and the sending experience supports 14 languages. Data residency is available across multiple geographic regions. Region-specific signature options include support for EU Advanced and Qualified Electronic Signatures, as well as eHanko stamps in Japan.

### Verified identities and signatures

Choose from a [range of signer identification and authentication options](#) with DocuSign Identify, including email, SMS, phone or a question only the signer would know. DocuSign ID Verification allows you to verify personal identification documents like passports and other government-issued IDs online, via remote video or in-person. The DocuSign Identify platform is an open API framework that allows you to configure any custom identification process into the DocuSign eSignature workflow.

### Automated signature workflows

Route documents to multiple signers in serial, parallel or mixed sequencing. Define data fields to capture information during the signature step. You can even let your signer generate an agreement on demand from a template you provide.

### Advanced business logic

Define rules to conditionally route agreements using a drag-and-drop interface – for example, route to an extra approver if a contract's value is above a certain amount. To cover when people are away, designate a group of signers and allow anyone within the group to sign.

### Streamlined payments

Make it easy for your customers to pay during the signing step without any custom code. You can even store payment information for future charges or recurring billing. DocuSign supports major payment gateways such as Stripe, Braintree and Authorize.net so that you can be up and running quickly.

### Business integrations

Integrate and connect eSignature with the systems and tools you already use – for example, Salesforce, Workday, SAP, Oracle, Microsoft, Google, Box and hundreds more. In addition, award winning APIs let you further customize the signing experience, monitor signing events as they happen and integrate eSignature into your own web apps and bespoke backend systems.

### Customized industry solutions

Solve agreement challenges specific to your industry with purpose-built solutions for real estate, mortgage, public sector, healthcare, life sciences and more. To ease the compliance burden on your organization, these solutions are designed to help you meet the objectives of industry-specific regulations such as FedRAMP, HIPAA, GLBA and 21 CFR Part 11.

### Enterprise-grade management and security

Use DocuSign with your organization's SSO (single sign-on) infrastructure. Manage multiple DocuSign accounts across business units – including all users in those accounts – from an optional centralized administrative user interface.

### Personalized experiences

Customize the experience for signers with capabilities such as collapsible sections, which can be used to collapse portions of agreements that are not critical for the signer. DocuSign also has accessibility features built into the application that conform to standards such as WCAG 2.0.

DocuSign has implemented rigorous policies, processes and training to meet or exceed some of the world's most stringent [privacy and security certifications](#).



## Agreements are the foundation of business, and they are everywhere.

### Sales

Sales contracts  
 Quotes  
 Proposals  
 Order management  
 Master service agreements  
 Change orders

### Human Resources

Offer letters  
 Consent for reference checks  
 W-4 and state tax forms  
 I-9 forms  
 Direct deposit forms  
 PTO requests  
 Required annual notices

### Legal

NDA's  
 Partnership agreements  
 Statements of work  
 Audit and inventory signoffs  
 Board minutes  
 Policy management and compliance

### Procurement

Supplier agreements  
 Risk waivers and exceptions  
 Purchase requisitions and work orders  
 Lease and land management  
 Service agreements

### Services

Account change  
 Service orders  
 Terms change  
 Self-service requests  
 Compliance  
 New policy applications  
 EFT authorization

### Finance

Invoices  
 Expenses  
 Audit sign-off  
 Inventory sign-off  
 Consumer account opening  
 Asset transfer/retirement

### IT/Operations

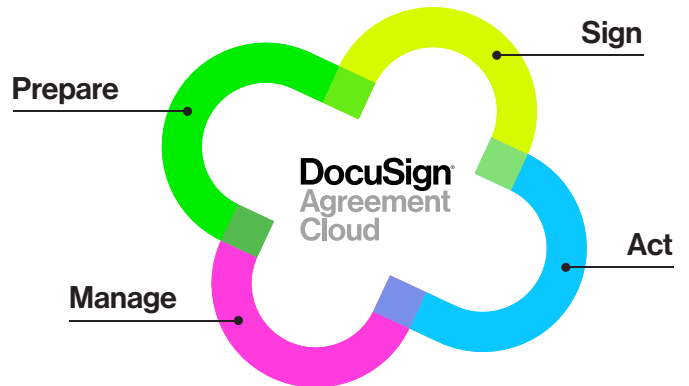
Asset tracking  
 Change requests  
 Requirements sign-off  
 Access management  
 Incident reporting  
 Production change authorization

### Facilities

Front desk sign-in  
 Work orders  
 Lease agreements  
 Equipment loan agreements  
 Building permits

### Part of the DocuSign Agreement Cloud

DocuSign eSignature is part of the DocuSign Agreement Cloud, a suite of applications and integrations for the entire agreement process. With eSignature, you get an onramp to other DocuSign Agreement Cloud applications (sold separately) for preparing, acting on and managing agreements. Together, these applications enable you to modernize your system of agreement from end to end.



### Notes

<sup>1</sup> Based on a 2014 Intellicap study, "Measuring the ROI Impact of DocuSign".

### About DocuSign

DocuSign helps organizations 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.

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