Real world business challenges

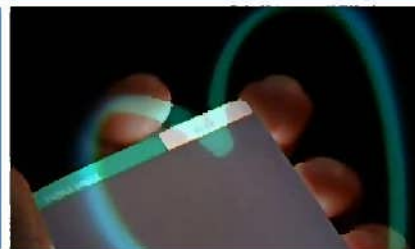|			
	Courier cost		Form filling and Signing Error
No visibility into the contract process		Keeping paper document	I need to access my files wherever I am, whenever I need them
	Long contract turnaround time		Meet compliance standards
Manual processing		Unable to Engage customers in real-time	customer experience

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DocuSign helps the world's best brands digitise and automate their agreement process.

Businesses run on agreements and they are everywhere

Sales

- Sales Order Processing
- Customer Account
- Provisioning
- Special Deal Terms
- Referral Agreements
- Reseller Agreements
- Partner Agreements
- Sales Support
- Loan Documents
- Support Agreements and Renewals

Marketing

- Event Registration
- Customer Communication Approvals
- Mass Mailing/Email Approval
- Event Vendor Agreements
- Rebate Agreements
- Sponsorship Agreements
- Promotion Agreements
- Advertising Contracts
- Press Release Approvals
- Brand Licensing Agreements
- Media Plan Sign-offs

Services

- Account Change
- Service/Work Orders
- Terms Change
- Self-Service Requests
- Compliance
- Field Service
- New Policy Applications
- Policy Cancellations / Suspensions
- Independent Agency Licensing
- EFT Authorization

Human Resources

- Offer Letters
- New Hire Paperwork
- Candidate NDA
- On/Off-boarding Checklist
- Employee Policy Distribution and Signature
- Contractor Agreements
- Non-disclosure
- PTO Management
- Performance Appraisal
- Background Checks

Finance

- Invoice Processing
- Expense Processing
- Capitalization Management
- Audit Sign-off
- Policy Management
- Inventory Sign-off
- Asset Transfer/Retirement
- Grant Applications
- Sales and Use Tax Return
- Consumer Account Opening
- Deposit Products

IT/Operations

- Asset Tracking
- Change Requests
- Requirements Sign-off
- Access Management
- Incident Reporting
- Production Change Authorization
- Maintenance Authorization
- Authorization
- Real Estate Approval
- Project Budget Approvals

Legal

- NDAs
- Contract Management
- Internal Compliance
- IP Licensing
- Patent Applications
- Board Minutes
- Affidavits
- Summons
- Engagement Letters
- Memoranda of Understanding

Facilities

- Front Desk Sign-in
- Work Orders
- Lease Agreements
- Move In/Out Requests
- Parking Permits
- Building Maintenance
- Construction CAD Drawings
- Equipment Loan Agreements
- Change Justification Forms
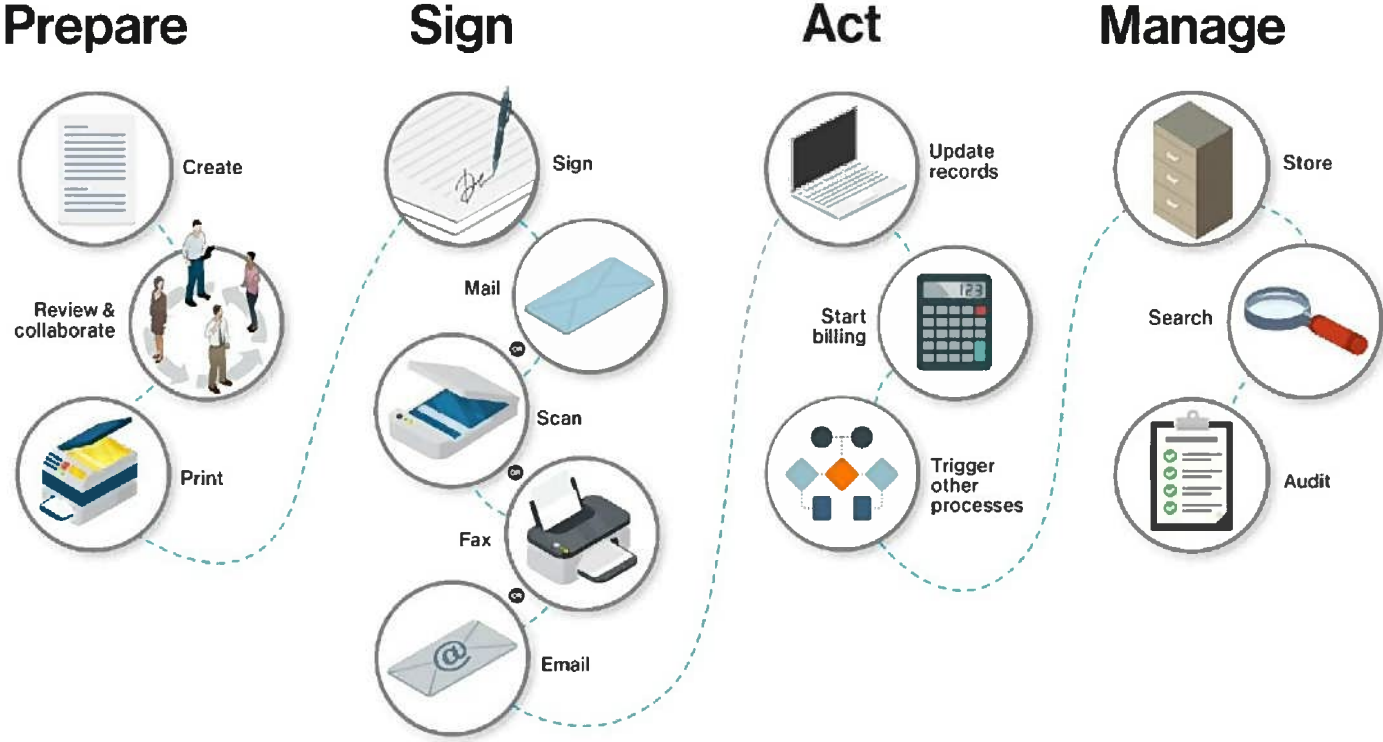- Building Permits
- Change Orders

Product Management

- Change Management
- Release Management
- Code Review Reporting
- Requirements Acceptance
- Release Scope Commitment
- Policy Approval
- Beta/SDK Agreements
- Developer Program Enrollment
- Product Development Methods
- New Product Evaluation
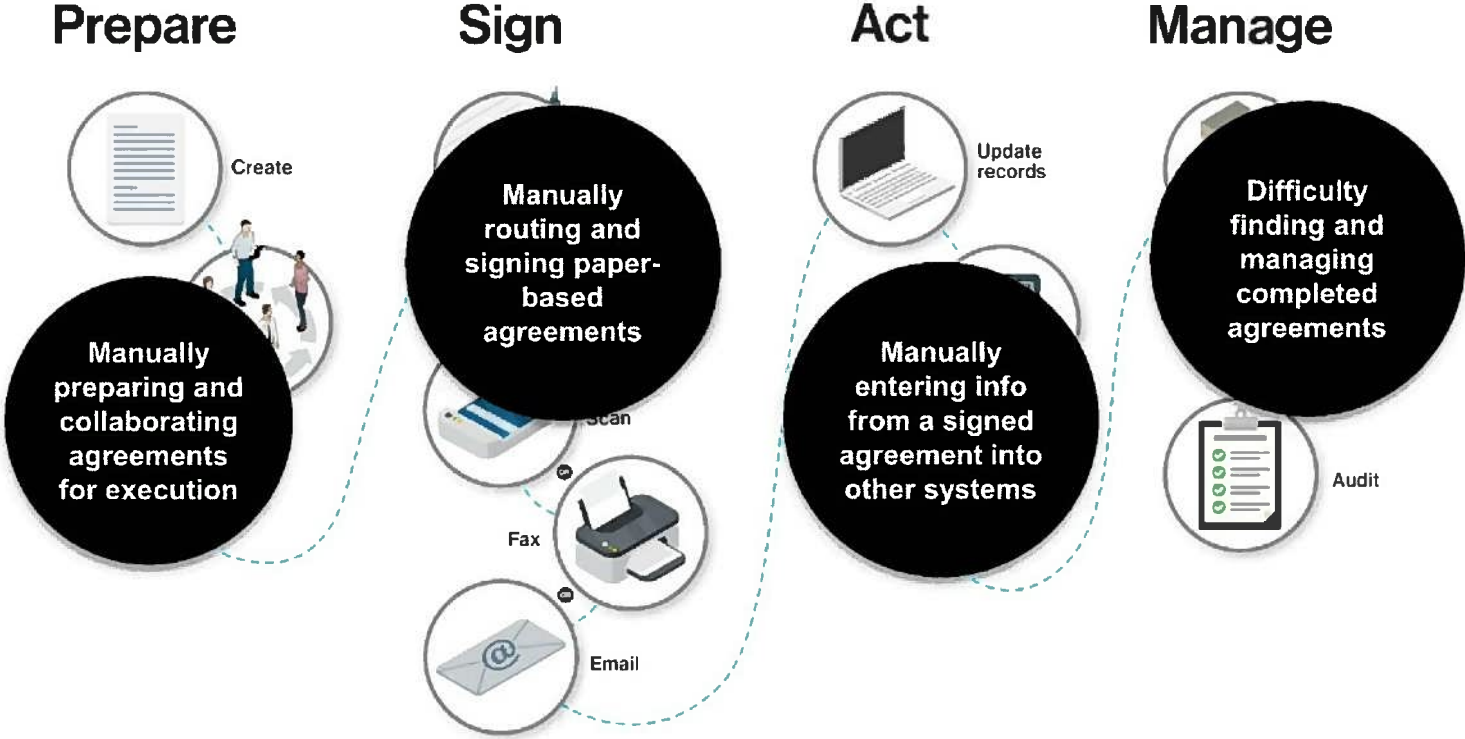- New Offering Announcement

Procurement

- Purchase Order
- Statement of Work
- Master Services Agreement
- RFP Sign-off
- Supplier Compliance
- Service Level Agreements
- Termination Letters
- Software License Agreements
- Rate Cards
- Invoice Processing
- Subcontractor Agreements
- Vendor Contracts

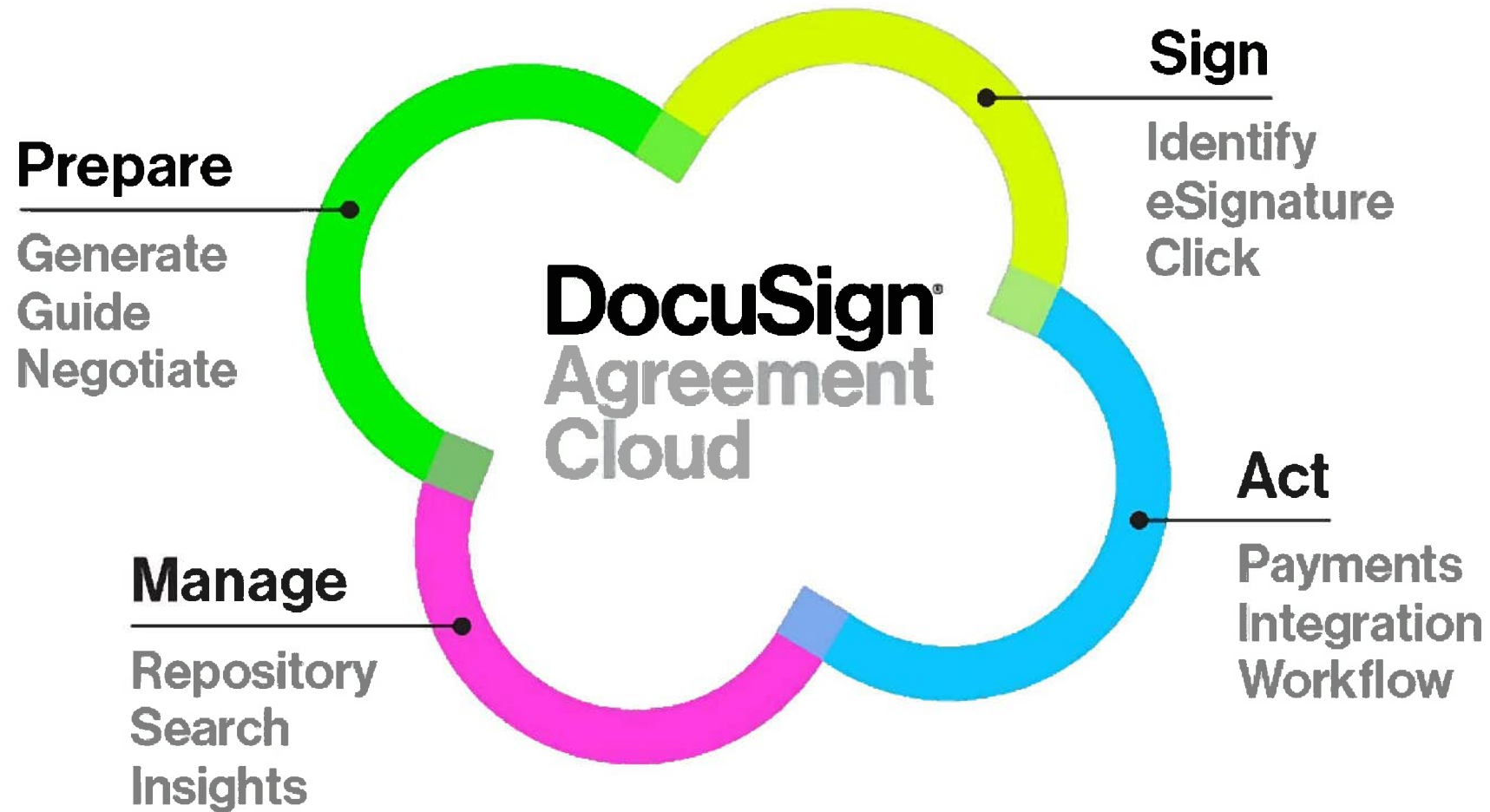# Every company has a system of agreement whether they know it or not…

Prepare | **Sign** | **Act** | **Manage**

- Create
- Review & collaborate
- Print
- Sign
- Mail
- Scan
- Fax
- Email
- Update records
- Start billing
- Trigger other processes
- Store
- Search
- Audit

Every company has a system of agreement whether they know it or not…

Prepare
- Create
- Manually preparing and collaborating agreements for execution

Sign
- Manually routing and signing paper-based agreements
- Scan
- Fax
- Email

Act
- Update records
- Manually entering info from a signed agreement into other systems

Manage
- Difficulty finding and managing completed agreements
- Audit

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It's just not built for the speed of today's business

so we created the DocuSign Agreement Cloud

Sign
Identify
eSignature
Click

Prepare
Generate
Guide
Negotiate

DocuSign® Agreement Cloud

Act
Payments
Integration
Workflow

Manage
Repository
Search
Insights

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The DocuSign Agreement Cloud

eSignature
Securely send and sign agreements for electronic signature and maintain a complete audit trail

Gen for Salesforce
Generate documents quickly and easily directly within Salesforce merging key data into your document template then sending for signature.

Negotiate for Salesforce
Generate documents then collaborate with internal or external parties to negotiate terms before sending for signature – all directly from within Salesforce.

CLM
Manage your complete Contract Lifecycle process with document generation, internal and external negotiation, complex business workflows, signature capture, storage and reporting

DocuSign®
Agreement
Cloud

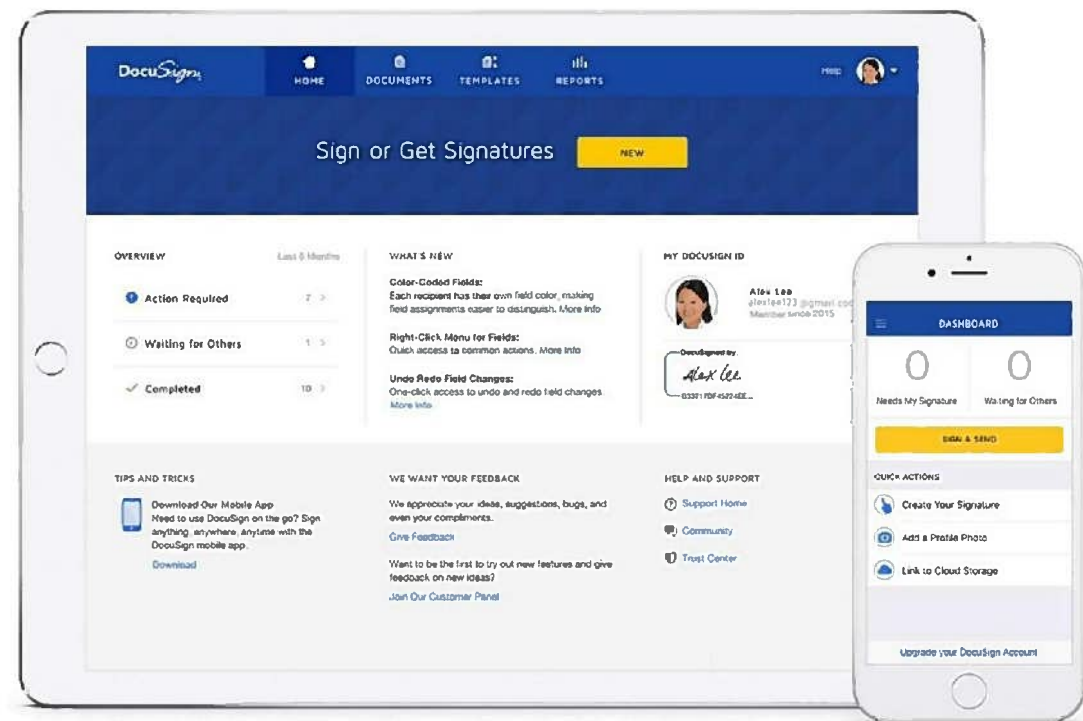astragraphia
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eSignature

Send and sign agreements securely from virtually any device, anywhere in the world

Maintain a complete audit trail

Automate workflows with more than 350 pre-built integrations

Deliver a trusted, easy-to-use experience with 99.99% availability

Sign

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Pre-built integrations

Vast ecosystem of out-of-the-box connectors with the most popular systems

CRM

Productivity

ERP
CLM/HRM

Cloud Storage

- Get up-and-running quickly with more than **350 out-of-the-box connectors**

- Take advantage of ready-made integrated solutions to popular CRM, Productivity, ERP/CLM, and Collaboration applications

- Digitise approval processes with your existing industry-specific applications

✓ Supports and streamlines workflows
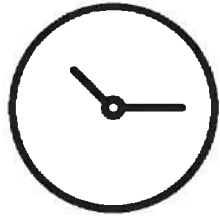✓ Get more out of your investments in existing systems
✓ Easy to deploy

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eSignature Qualification

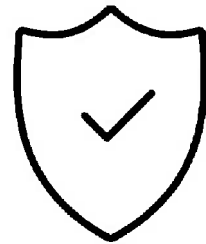| Current situation	Pain / Issue Identification	Ideas / Solution
What current documents require signatures or approvals?	What challenges or problems are you having with the current process?	What would your ideal process look like?
What is your current process to get documents signed / agreed?	What is the cost of doing business this way?	What is driving you to solve these problems now?
Who is involved in the process?	What benefits could you gain by removing these issues?	What obstacles do you anticipate to solve this?
Do you have visibility as to where documents are at each step?		
How is the document or data transferred into your core system?		
How are completed documents managed?		

ASEAN

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DocuSign Agreement Cloud enables you to

Do business faster

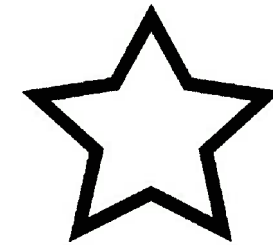82% of agreements completed in a day

Reduce errors

Up to 18% reduction of "not in good order"

Increase productivity

Up to 80% increase in efficiency

Delight customers

>3,000 5-star reviews on AppExchange

Including the following brands in Asia Pacific

Financial Services   Technology   Legal   Real Estate   Education   Retail   Public Sector

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Why businesses choose DocuSign

Because we deliver the most value, year after year

Comprehensive

Most applications
More than a dozen applications span the entire agreement process

Most integrations
350+ prebuilt integrations with the systems where work gets done

Award-winning API
Over 1,000+ customer-built integrations

Innovative

Track record of "firsts"
eSignature pioneer, with 750+ product innovations delivered

World-class platform technologies
Leadership in uptime, security, privacy, and global coverage

Unique mix of scale and focus
The industry's largest organization for designing, delivering, and supporting agreement technologies

Continual Innovation
$300 million in R&D

Trusted

Over 500,000+ customers
Including many of the world's largest banking, pharma, and tech companies

Hundreds of millions of signers
The global standard in eSignature, across 180+ countries

Net promoter score of 66
Loved like the world's best brands

Market Share Leader
70% market share

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