

INDUSTRY BRIEF

As a high tech company, your business depends on getting sales contracts completed efficiently so you can bring new customers onboard quickly and recognize revenue. You also need efficient HR systems and processes to manage your constantly changing employee base. Join the hundreds of DocuSign customers including Salesforce, LinkedIn and Box, who are using DocuSign to streamline the contract closing and sales fulfillment process while optimizing a broad range of HR workflows that require signature.

"With DocuSign, 90% of our deals now close within one day, 60% close in 15 minutes."

Salesforce



Realize Revenue Faster

Getting the required signatures on traditional paper sales contracts often takes days or even weeks. With DocuSign you can cut this to minutes, which not only allows you to realize revenue faster, but also can reduce the risk of missing monthly or quarterly sales targets. DocuSign also speeds your process as signatures can be automatically forwarded to back-end systems to automate revenue recognition, with no additional manual steps required.

Improve Sales Rep Productivity

Tracking the status of documents out for customers' signatures can be time-consuming. DocuSign automates the process, sending follow up reminders and ensuring documents come back 100% complete. You know where all documents are in the process, and your reps can spend their time selling instead of tracking down missing signatures and processing paperwork.

On-board New Hires and Manage Employee Policies with Ease

HR Professionals know how paper intensive employee on-boarding can be. Miss an essential signature on an offer letter and candidates may wait days or weeks while considering alternatives. And for existing employees, HR struggles to manage all the paperwork for benefits, 401k programs, and corporate policies that require signature. DocuSign automates essential HR processes for today's high tech leaders, easily capturing signatures and necessary data during the new hire process while streamlining communications for existing employees.

Automate the Back-End Contracts Process

Many organizations have a cumbersome, manual process to recognize revenue once the sales contract is signed. This wastes valuable staff time and a simple misstep can put revenue recognition at risk. DocuSign integrates with back-end systems and automates the process so you can recognize deals immediately upon contract signature, without manual intervention. It can also automatically trigger appropriate workflows once the deal is signed, such as updating customer databases or initiating support contracts.

Enhance Your Reputation

It's important to do business the way your customers, partners, and employees want you to. With DocuSign, they can sign documents anytime, anywhere, on any device, giving them a faster, more convenient way to interact with you. And you will reinforce your reputation as being at the leading edge by embracing the technology chosen by industry leaders and lauded by 3rd parties such as Gartner, Forrester, and Ombud Research.

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