

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.

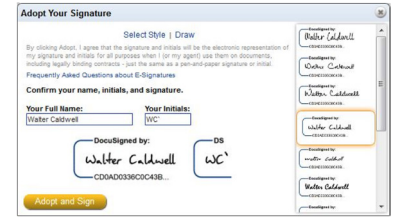
Enhance Your Reputation

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.

Continued

Save Time and Reduce Costs

Requiring signatures on paper is costly both in terms of staff time as well as printing, paper, ink, overnight shipping, and archiving documents. With electronic signatures you can eliminate those hard costs and your sales operations team is freed up for higher value activities.



Ensure Data Security and Privacy

DocuSign helps high tech companies meet compliance requirements — and fend off hacking — by controlling the signing process and ensuring all information is authenticated and remains both private and secure. A complete, legally-binding, and court-admissible audit trail accompanies each document. DocuSign has achieved the highest level of security certification, ISO/IEC 27001:2005, operates SSAE 16 certified datacenters, and is PCI compliant and TRUSTe certified.

Document and Route Decisions

DocuSign helps high tech companies document and manage approvals and critical decisions across their organizations. It integrates with your backend systems so documents, data, and signatures get routed and sent straight into your systems. From HR departments who need signatures from new, existing, and exiting employees, to legal departments who need signatures on contracts and NDAs to product development teams who need to route and document who approved what and when, DocuSign works across your enterprise.

High Tech Use Cases

With DocuSign you can automate a wide variety of processes, including:

- New Sales Contracts
- Sales Contract Renewals
- Partner Agreements & Updates
- Sales Comp Plans
- Quarterly Cert. Letters
- New Hire Paperwork
- Candidate NDAs
- Employee Policy Docs
- Contractor Agreements
- PTO Management
- Change Management
- Release Management
- Code Review Reporting
- Requirements Acceptance
- Release Scope Commitment
- NDAs
- Contract management
- Compliance

Sample Customers



For More Information

Contact your account executive to learn more about how DocuSign can help you automate the sales contracts process, while reducing operating costs and improving your company's reputation.

About DocuSign

DocuSign® is the global standard for electronic signature®. DocuSign accelerates transactions to increase speed to results, reduce costs, and delight customers with the easiest, fastest, most secure global network for sending, signing, tracking, and storing documents in the cloud.



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