

Making the Move. Why Procurement Teams Leave Manual Paperwork Behind.

Digital transformation benefits every phase of the agreement lifecycle

The truth is paper documents create issues for procurement teams



These same teams have **priorities** that will make using paper more painful



To achieve these goals,
savvy teams have begun to
automate contract processes

A majority have started out strong with electronic signature



But they still experience problems with other stages of the agreement lifecycle

- 1 Preparation**
Rework due to manually transferring data 63%
Manually adding duplicate information 48%
- 2 Taking action**
Manually routing agreement to teams 55%
Errors and rework due to incorrectly entered data 48%
- 3 Management**
Inability to search full text of all agreements 62%
Lack of visibility into signed documents 49%

The message is clear. Companies that don't go all-in on digital transformation miss the benefits of automation.

- Only 8%** prepare agreements from templates autofilled by other business systems
- Only 12%** automatically upload most agreement information and trigger next steps
- Only 6%** store agreements where they can be searched & analysed by technology
- Only 31%** use contract management software anywhere in their organisation

DocuSign was named a leader in the 2020 Gartner Magic Quadrant for contract lifecycle management

- Do business faster
- Increase compliance
- Improve customer experiences

Maximise the value of your electronic signature investment

Learn how DocuSign can help automate every step of the agreement process and improve the customer experience

Source: A commissioned study conducted by Forrester Consulting on behalf of DocuSign, January 2020.
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