

Accelerate Business with the DocuSign Agreement Cloud

Digital technology is great at helping you to do your job better.

But in the race to embrace technology and drive results, too many organisations overlook one fundamental process that remains painfully stuck in the past: the agreement process.

Agreements are critical to doing business. But, for many organisations, agreements are still a manual and disconnected process. This leads to needless errors, delays and frustration.

But what if agreements could happen quicker, easier and more cost-effectively?

What to expect from this eBook

In this eBook, we'll explain how the DocuSign Agreement Cloud enables you to reimagine your business agreement processes. With the Agreement Cloud, you'll be able to do business faster with less risk, lower costs, and better experiences for all involved.

What is the DocuSign Agreement Cloud?

Put simply, the Agreement Cloud is the best way to simplify life and accelerate your business with a better agreement process.

The Agreement Cloud offers a set of solutions that can help you reduce time and resource costs, increase the speed at which you close agreements and improve the experience of all involved.

Today, more than 500,000 customers in more than 180 countries use DocuSign products to simplify and streamline time-consuming processes, delight customers and drive business success.

The DocuSign Agreement Cloud is will transform your entire agreement process:

Prepare

Generate agreements automatically from data in other systems

Negotiate via tracking of tasks, redlines, versions, and comments

Guide people through what they need to do

Sign

Identify signers via email, SMS, government IDs, and other methods

Sign from anywhere, anytime, on a wide variety of devices

Certify with court-admissible evidence of who did what, when

Act

Trigger actions in other systems such as CRM and billing

Pay as part of signing via credit card, Apple Pay, Google Pay, etc.

Notify stakeholders of agreement events, such as an upcoming renewal

Manage

Store and search agreements in a centralised repository

Analyse agreements for risks and opportunities with AI

Monitor and fulfill agreement terms using "smart contracts"

Why do you need the DocuSign Agreement Cloud?

Agreements drive your business forward. Without them you wouldn't be able to hire employees or sell your products. Yet for many business, outdated systems and manual processes complicate the agreement process.

Whether you've waited for a signed contract to come through, struggled with inefficient legacy technology or spent time searching old contracts for specific clauses – we feel your pain.

That's why the DocuSign Agreement Cloud makes agreements happen more quickly, easily, and cost-effectively.

Here's how it can help you and your teams:

Cut the cost of human delays and errors

Employees can spend a lot of time on time-consuming manual tasks like searching for misfiled documents. Added up, this can translate into hours of unnecessary legwork, which can negatively affect everything from individual productivity through to customer satisfaction.

By digitising your agreement process, the Agreement Cloud can help you eliminate outdated, paper-based, and inconvenient manual processes. This minimises inefficient manual tasks so that your teams can focus on adding value to the wider business.

Minimise delays and close more deals

Any delay to a contract signing process is bad news for your business. The longer the process takes, the more risks you introduce, including the possibility that the deal could be abandoned.

With the Agreement Cloud, everyone in the agreement process can see what they need to do and when they need to do it. Having this kind of visibility helps you to close deals faster, with fewer mistakes, and less frustration – meaning happier employees, customers and partners.

Save time, money and paper

Relying on a legacy, paper-based system can significantly delay contract signing. Think about it – who has the time for outdated methods such as fax, courier or overnight delivery anymore? Add to that a changing climate and it becomes even more important to eliminate paper and reduce your environmental impact.

The Agreement Cloud digitises every stage of the agreement process. Whether you're preparing, signing, executing or managing an agreement, we can make your life easier. We'll help you to speed up your processes and improve efficiency while reducing resource and labour costs at the same time.

Improve compliance

As the number of new privacy regulations continues to grow, it can be challenging to ensure that you're compliant. If you can't ensure compliance, then this can pose significant financial and reputational risks to your organisation.

The Agreement Cloud enables organisations to minimise risk. Every agreement made through our platform can be produced, signed, and executed in a legally enforceable and consistent way, which makes it easy to ensure you're meeting regulatory standards. And if you're not sure or want to double-check anything, the Agreement Cloud can provide a complete audit trail for your records.

Supercharge your employee and customer experiences

The experiences of customers and employees can play a role in your organisation's success. Keeping both happy is crucial and ensuring quick and easy agreements can play a massive role in this.

The Agreement Cloud makes it easy to store employee and customer agreements securely. It also gives your teams full visibility of every contract, so it's easy to search and find agreements as changes or renewals are requested.

The DocuSign Agreement Cloud for HR

Transform HR, from hiring to retiring

Throughout the hire-to-retain process, the management of documents can take up more than 25% of HR's time. This can make it hard to focus on the things that matter – hiring, retaining and developing talent.

The DocuSign Agreement Cloud for HR connects, automates, and accelerates employee agreement processes so that your time is spent on people, not paper. It also integrates with best-in-class systems including Workday, Oracle HCM, SAP SuccessFactors and more, so that you can keep working in the way you know how, just better.

Simplify hiring

Ensuring a positive hiring experience is important to attract and close top talent, especially in tight labour markets. The Agreement Cloud streamlines the hiring and management of global candidates with the quick and easy generation of offer letters, background checks, and NDAs.

Improve your onboarding process

Nothing is worse than starting a new job by finding a stack of paperwork on your new desk. The Agreement Cloud can help HR teams to create a frustration-free onboarding experience for your new starters by digitising every form. Having this digital completion record also alleviates the need for follow-ups and potential duplication of work.

Streamline employee management

Make your day-to-day about developing people, not managing paperwork. The Agreement Cloud lets you automate employee agreements such as performance evaluations and policy updates, giving you more time to deliver wider strategic value.

Painless offboarding

Former employees can be future advocates if their last experience is a good one. With the Agreement Cloud, you can keep things moving swiftly for outgoing employees while also managing sensitive agreements, securely and reliably.

The DocuSign Agreement Cloud for Sales (B2B and B2C)

Streamline sales and do business faster

The DocuSign Agreement Cloud helps sales teams complete agreements and close deals faster. Our goal is to provide unrivalled visibility into a deal's status, while making it quick and easy to collect the information you need. This frees up your teams to spend more time selling and less time tracking down signatures.

Reduce your agreement turnaround time

Avoid delays and cut agreement turnaround time to hours or minutes by automating sales contracts and agreements. The Agreement Cloud enables you to create templates and intuitive workflows that eliminate tedious, manual tasks that can result in costly errors and delays.

Generate and customise contracts in seconds

Creating and modifying a contract should be painless, that's what we believe. The Agreement Cloud makes it easy to automatically generate contracts from scratch – even from within Salesforce. Doing so also helps to reduce human error, while also ensuring the right deal terms, including calculated fields, contract start and end dates, and other inputs are present and correct.

Collect signatures from anywhere in the world

With DocuSign eSignature, your sales teams can get signatures and close deals from almost anywhere in the world, on practically any device.

No need to leave Salesforce

The Agreement Cloud integrates seamlessly within Salesforce. From generating proposals to tracking the latest round of negotiations, the Agreement Cloud makes it easy to automate Salesforce workflows. With all deal-critical information at their fingertips – we can help keep your Salesforce users in Salesforce, increasing both productivity and results.

The DocuSign Agreement Cloud for Legal

Reimagine legal processes and tackle your growing workload

With a growing volume of agreements to manage, many legal teams are under pressure to do more in less time. With the added responsibility of ensuring that internal operations, such as compliance, procurement, and HR processes, are controlled and executed consistently, it's clear that legal teams need some way to lighten their load.

The DocuSign Agreement Cloud can help legal teams simplify workflows, accelerate agreement turnaround time, lower risk, and improve governance – all while reducing costs.

Save time on your legal agreements

Eliminate bottlenecks and save time with smart templates that make the preparation and execution of common agreements quick and easy. This saves on time and resources costs related to administrative tasks such as preparing nondisclosure agreements, freeing teams up to deliver value elsewhere.

Improve internal operations and compliance

With the Agreement Cloud, you can securely access, track, audit, and store agreements. This improves both visibility and governance, so that legal teams can ensure that the organisation is meeting mandatory compliance requirements.

Improve supplier agreement oversight

To ensure you're not caught out by supplier systems, the Agreement Cloud can integrate with many legal document management systems and business systems, including Salesforce, Oracle, and SAP. This centralises supplier agreements such as vendor registrations, procurement contracts, and statements of work for easier oversight and management.

Capture every action in your audit trail

The Agreement Cloud automatically creates full, digital audit trail of every agreement. This creates a court-admissible certificate of completion that ensures you're never caught short.

DocuSign's commitment to trust and legality

DocuSign is committed to ensuring trust is at the core of its business by providing world-class protection. We use strong security mechanisms and robust operational processes to help us meet or exceed the highest international security standards and protect your documents and data. Our infrastructure boasts exceptional uptime so that you can trust the DocuSign Agreement Cloud to deliver when you need it to most.

Our global standards and guidelines ensure we comply with key security and privacy standards. These include the EU's Binding Corporate Rules (BCR), General Data Protection Regulation (GDPR) and Electronic Identification, Authentication and Trust Services (eIDAS).

We pride ourselves on the global reach and acceptance of the DocuSign Agreement Cloud product standards, with eSignature being lawful in most civil and common law jurisdictions for most agreement types and employed by hundreds of millions of users worldwide.

Next steps

Making agreements shouldn't be hard. That's why the DocuSign Agreement Cloud exists.

Why not do business faster with less risk? Why not lower costs? Why not provide the best experience you can for customers, employees and the environment?

Why not give the Agreement Cloud a go?

Start your [free trial](#) with the DocuSign Agreement Cloud today.

About DocuSign

DocuSign helps organisations 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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