



NEWS RELEASE

Biopharmaceutical Firms Standardize on DocuSign for Digital Transaction Management

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WASHINGTON, June 16, 2015 /PRNewswire/ -- DIA 2015 51ST ANNUAL MEETING -- DocuSign, Inc. (DocuSign®) announced that organizations across the biopharmaceutical industry have standardized on DocuSign for Digital Transaction Management (DTM). Companies – including 14 of the top 15 global pharmaceutical firms and 9 of the top 10 Contract Research Organizations (CROs) – are transforming their business digitally with DocuSign to simplify clinical operations, decrease development costs, and reduce risk in security and compliance – all to bring new treatments to market sooner and create better patient outcomes.



This video is private



AstraZeneca Global Chief Information Officer David Smoley recently discussed the business transformation he's led at the global biopharmaceutical company to drive a \$150M reduction in IT costs for FY 2014: "We simplified and improved existing business processes by implementing multiple new cloud solutions globally including Workday for HR, Office365 to supply email, calendar and file sharing; ServiceNow, Salesforce for CRM, Box for storage and DocuSign for workflow and electronic signature."

DocuSign offers Bank-Grade security and Carrier-Grade availability to empower biopharma firms of all sizes to quickly, easily and securely send, sign and manage transactions and workflows 100% digitally in the cloud – from electronic lab records to eClinical portals, monitoring reports, Key Opinion Leader (KOL) agreements, sales contracts and more.

As The Global Standard for Digital Transaction Management® with more than 100,000 customers and more than 50 million users in 188 countries, DocuSign offers a robust partner ecosystem and flexible APIs that allow biopharma companies to integrate DocuSign DTM with their existing technology investments. Key industry partnerships include:

- **ARX:** DocuSign's recent acquisition of **Algorithmic Research, Ltd. (ARX)** further enhances its platform capabilities and compliance offerings for biopharmaceutical companies.
- **SAFE-BioPharma:** DocuSign is the first vendor of its kind to be certified as a SAFE-enabled application, extending opportunities for ecosystem collaboration in industry portals and regulatory filings (Read more at: <https://www.docusign.com/press-releases/safe-biopharma-association-gives-docusign-dtm-clean-bill-of-health>)
- **Exostar:** As part of DocuSign's integration into Exostar's Life Sciences Industry Hub, life science organizations can improve clinical trial recruitment and simplify global collaboration (Read more at: <https://www.docusign.com/press-releases/exostar-docusign-partner-to-help-life-sciences-and-healthcare-organizations-go-100>)
- **USDM Life Sciences:** In the past year, numerous customers have validated compliance with 21 CFR Part 11 by adopting USDM's Cloud Assurance Offering, which allows life science organizations to manage GxP regulated business processes (Read more at)

Customers who have standardized on DocuSign for DTM include Allergan, Amplifon (USA), Inc., Astellas, AstraZeneca, Bayer, Boston Scientific, ePharmaSolutions, Kinetics Concepts, Inc. (KCI), McKesson, Medtronic, TEVA, ThermoFisher Scientific, Varian Medical Systems and others.

Organizations interested in learning more about DocuSign may visit DocuSign Booth #744 at the DIA 2015

51st Annual Meeting at the Walter E. Washington Convention Center in Washington, D.C., June 14-18, or visit www.docusign.com.

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About DocuSign, Inc.

DocuSign® is The Global Standard for Digital Transaction Management®. DocuSign helps more than 100,000 companies across nearly every industry and department make their digital transformation by putting an end to the paper chase. More than 50 million people in 188 countries turn to DocuSign to manage their most important transactions—digitally. DocuSign's DTM platform supports legally compliant signature processes tailored to meet requirements globally with localization in 43 languages. Every day more than 50,000 new users join The DocuSign Global Trust Network to increase speed to results, reduce costs, enhance security and compliance, and delight clients with a secure digital experience. For more information, visit www.docusign.com or call 877.720.2040.

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