



NEWS RELEASE

Dell and DocuSign Establish Strategic Partnership to Help Global Enterprises Go Fully Digital

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ROUND ROCK, Texas and SAN FRANCISCO, Oct. 8, 2015 /PRNewswire/ -- Dell and DocuSign, Inc. (DocuSign®) today announced a new strategic partnership that enables the companies to more closely collaborate and deliver the most innovative Digital Transaction Management (DTM) technologies to customers so that they may take their businesses fully digital.

As part of the agreement, Dell will market and sell DocuSign's DTM platform to empower customers to send, sign and manage legally enforceable documents securely in the cloud. Beginning this month, Dell customers worldwide can add DocuSign as a standalone solution within an existing or new deployment. This will provide the most secure and efficient way for customers to leverage DTM and The DocuSign Global Trust Network, relied on by more than 100,000 companies and more than 50 million users in 188 countries, to transact business quickly, easily and securely.

"We're pleased to have Dell as part of the DocuSign Global Trust Network to bring the power of Digital Transaction Management to Dell customers around the world," said Keith Krach, chairman and CEO of DocuSign. "With Dell's strategic partnership, we can further expand our business and deliver solutions to enterprises that enable them to go fully digital to get the most return from their software investments."

The partnership is backed by Dell's investment in DocuSign announced earlier this year which is helping fuel growth of The DocuSign Global Trust Network. Dell's corporate venture arm, Dell Ventures, provides funding and forges collaborative relationships with organizations that develop unique but complementary technologies to the Dell end-to-end portfolio. This approach makes it possible for companies like DocuSign to benefit from Dell's strategic vision and expertise in order to bring innovative products to market.

"With transactions increasingly completed online amidst an explosion of cybercrime, it's critical for organizations to ensure the authenticity, reliability and security of their transactions. Dell is committed to helping customers meet the demands," said Jim Lussier, Managing Director, Head of Dell Ventures. "Dell recognizes the value of DocuSign's market-leading transaction management platform and is supporting the company as they continue to develop and deliver offerings of great importance to our customers."

The partnership announced today lays the foundation for future opportunities that will deliver value to customers while keeping their information secure, meeting compliance requirements, and improving the user experience. These efforts could include joint product development and deeper expansion into vertical markets via integrated solutions.

About DocuSign, Inc.

DocuSign® is changing how business gets done by empowering more than 100,000 companies and more than 50 million users in 188 countries to sign, send and manage documents anytime, anywhere, on any device with confidence. DocuSign replaces printing, faxing, scanning and overnighting documents with the easiest, fastest, most trusted way to make every approval and decision digital. Organizations of all sizes and industries are accelerating contracts, approvals and workflows with DocuSign's Digital Transaction Management (DTM) platform and eSignature solution. DocuSign keeps life and business moving forward.

For more information, visit www.docusign.com, call +1-877-720-2040, or follow us on Twitter, LinkedIn and Facebook.

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About Dell

Dell Inc. listens to customers and delivers innovative technology and services that give them the power to do more. For more information, visit www.dell.com.

Dell World

Join us Oct. 20-22 at **Dell World 2015**, Dell's flagship event bringing together technology and business professionals to network, share ideas and help co-create a better future. Learn more at www.dellworld.com and follow **#DellWorld** on Twitter. Individuals and organizations interested in DocuSign should visit DocuSign's booth at DellWorld, where the company will be a bronze sponsor.

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