



NEWS RELEASE

Developer Community Turbocharges the DocuSign Global Trust Network

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SAN FRANCISCO, Aug. 31, 2016 /PRNewswire/ -- DocuSign announced that the DocuSign Global Trust Network now has developers across nearly every industry that are streamlining and automating processes via integrations with the company's **award-winning API (Application Programming Interface)**. The DocuSign API is driving significant growth in the volume of eSignature transactions with 58% of transactions now processed through the company's API.

Companies like **Cisco, Comcast, Liberty Tax, Loan Depot**, and Restaurant Services Inc. are among the more than 30,000 developer sandboxes open on the company's **Digital Transaction Management (DTM)** platform. In the first two quarters of DocuSign's fiscal year starting February 1, new API integrations with the company's **eSignature service** drove 300% growth of API transaction volume from new customers year over year.

"The developer community is a key part of our global growth strategy as they sit at the heart of automating business processes for their organizations," said Brad Brooks, head of product, engineering and marketing at DocuSign. "As a result of our deeper focus on and commitment to the developer community, we're seeing tremendous growth in the use of the DocuSign API among our customers. That growth is particularly significant as it represents greater stickiness between our customers and our platform as they embed DocuSign eSignature and DTM services directly into their business processes and applications."

"DocuSign has emerged as the clear leader for one of the most strategic and potentially one of the largest categories in the cloud today— Digital Transaction Management," said Rick Smith, CEO of Equifax. "Our strategic partnership with DocuSign as the global standard for DTM not only facilitates our own digital transformation, but enables our customers to go fully digital." For more detail on Equifax's digital transformation

with DocuSign, view the **video**.

"DocuSign has emerged as a leader in the provision of digital transaction management, which is a rapidly growing area of cloud services," said Sridhar Ramaswamy, SVP of Ads & Commerce at Google.

"We chose DocuSign because it's the global standard for Digital Transaction Management and an API-first company," said Mark Hansen, VP of business applications at Loan Depot. "The experience with DocuSign has been amazing – easy to integrate with, easy to work with, always responsive and always available. DocuSign is a developer's dream."

DocuSign has made deep investments in its API, as well as in industries like Real Estate, Financial Services, Insurance, Healthcare/Life Sciences and Government/Public Sector; in key geographies including Europe, Latin America and Asia; in product innovation with its Standards-Based Signatures suite, Hybrid Cloud deployment offering, world class security, and unparalleled availability; and in **partnerships** with Apple, Cisco, Dell, Deutsche Telekom, FedEx, Google, IBM, Intel, Microsoft, NTT, Salesforce, Samsung, SAP, Telstra, Visa, Xerox and others – all geared toward driving customer adoption, early wins, and long-term success.

"There's no doubt that the world is going fully digital. Transformations have become inevitable to seize new business opportunities and to create sustainable competitive advantage," said Kevin Bandy, SVP and chief digital officer at Cisco. "As the global standard for Digital Transaction Management and eSignature, DocuSign is at the very heart of digital transformation, helping organizations of every size and industry go digital. We've seen the power of the DocuSign API first-hand at Cisco as we've embedded DTM and eSignature services into our platforms to benefit our customers, employees and partners."

Organizations like **AstraZeneca, DeVry Education Group, Hotel Tonight, McKesson, Special Olympics** and **Unilever** use DocuSign to achieve faster speed to results, lower cost, increased security and compliance, and better customer experiences. On average, 84% of transactions are completed via DocuSign in less than one day; 62% in less than one hour; and 51% in 15 minutes or less – dramatically faster than the days or weeks typically required with paper. On average, DocuSign delivers \$36.44 in value per document to customers – including hard dollar savings, productivity improvements and revenue gains – over paper methods.

"Every day AstraZeneca gets a drug to market faster is literally tens of millions of dollars in revenue and, more importantly, helps patients get needed treatments sooner," said Dave Smoley, CIO at AstraZeneca.

"DocuSign is enabling AstraZeneca to transform our business and our industry to accelerate speed to market and speed to care – and it's positively impacting our bottom line and the lives of hundreds of millions of people globally."

The versatile API, speed, ease of use, compelling ROI and great end user experience are just a few things driving accelerated adoption of DocuSign around the world – and powering the DocuSign Global Trust network to that 300% year over year growth, now with more than 250,000 companies and 100 million users across 188 countries, and 130,000 new users joining every day. In Europe, DocuSign is seeing strong interest in its Standards-Based Signatures suite and Hybrid Cloud deployment offering launched in June in advance of the July 1 eIDAS regulation taking effect across the EU.

"As a customer of DocuSign, LinkedIn is leveraging its eSignature and Digital Transaction Management across the company," said Steve Sordello, CFO at LinkedIn. "We rely on DocuSign every day to help us seamlessly and securely conduct business transactions across multiple teams and offices around the world." For more detail on LinkedIn's digital transformation with DocuSign, view the **video**.

"Fundamental to our mission is to provide an open global network for fast, frictionless, secure transactions, and as a private company, we're fortunate to be able to invest long term in the DocuSign Global Trust Network," noted DocuSign chairman and CEO Keith Krach. "DocuSign is helping countries, companies and consumers transact business quickly, easily and secure – anytime, anywhere, on any device."

Today's news of growth of the DocuSign Global Trust Network comes on the heels of DocuSign being named one of the **Top 50 Cloud Companies to Work For by Glassdoor**, the jobs and recruiting marketplace. Overall, employees rate DocuSign at 4.5 out of 5, with a 4.4 rating on career opportunities and 4.5 rating on the company's culture and values. DocuSign's CEO, Keith Krach, has a 98% approval rating among employees, 91% of whom would recommend DocuSign as a great place to work to a friend or colleague. DocuSign employees rate the company's business outlook at higher than 90% favorable, well above the Glassdoor Top 50 average of 75%.

The company is bringing the power of DTM and eSignature to customers all around the globe in a series of complimentary half day **DocuSign Momentum X** events in Boston (September 22), New York (September 27), Philadelphia (September 29), Los Angeles (November 15 and 16), and Seattle (November 17), with additional international locations to be announced. DocuSign's Momentum X events bring together key learnings, insights and best practices on going paperless from thought leaders and industry luminaries around the world. Attendees will discover the leadership, technology and culture requirements for taking their business fully digital, learning from other digital heroes who've led their industries, companies and departments through transformation. Individuals may register at <https://momentum.docusign.com/en>.

Developers interested in integrating DocuSign eSignature into their workflows, processes and apps may find all the tools and resources they need in the **DocuSign Developer Center**. For more information on DocuSign, please visit www.docusign.com.

Contact:

Adrian Wainwright

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