



NEWS RELEASE

Digital Transformation Takes Hold In New York

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NEW YORK, Sept. 1, 2016 /PRNewswire/ -- To help New York City area companies accelerate their digital transformations, DocuSign, the global **eSignature** and **Digital Transaction Management (DTM)** leader, will host **Momentum X** on Tuesday, September 27 at the W Hotel Union Square. The complimentary half day event will feature top thought leaders sharing their insights and experiences on going digital to accelerate speed to results, reduce costs, decrease risk in increased security and compliance, and delight their customers. Individuals may register at <https://momentum.docuSign.com/en>.

The event underscores the shift from manual, paper-based processes to faster, easier, more convenient and secure digital business among organizations of every size and industry. Today, the vast majority of C-level executives have digital transformation among their top three strategic objectives. For many, it's the top priority as going digital positively impacts nearly every area where businesses are measured, including revenues, efficiency, costs, security, compliance, customer experience, and sustainability.

"We expect that the most successful businesses will be fully digital by the end of the decade – a trend we're seeing mirrored here in Manhattan," said Neil Hudspith, president of worldwide field operations at DocuSign. "Across the DocuSign Global Trust Network, we're finding organizations of all sizes are advancing their digital agendas to be the disruptors in their industry, rather than the disrupted. The time has never been better to start or advance a company's digital journey to drive competitive advantage before it's too late."

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.

As the world leader in capital raising, listings and equities, the New York Stock Exchange (NYSE) delivers data to companies and individuals that helps them manage their business in real time. NYSE has made the digital transformation with DocuSign to automate client communications, contracting and transactions.

"The New York Stock Exchange standardized on DocuSign to increase efficiency and better serve our clients," said Margaret (Peggy) Sullivan, director of strategic analysis & market data, NYSE. "DocuSign's turnaround time facilitates faster, easier connections for our clients and employees to accelerate business decisions." For more on NYSE's digital transformation with DocuSign, view the video:

<https://www.youtube.com/watch?v=SU0m3heQsl8>.

Based in Jersey City, New Jersey, TD Ameritrade Institutional is a leading provider of comprehensive brokerage and custody services to more than 5,000 fee-based independent Registered Investment Advisors (RIAs). TD Ameritrade delivers an advanced technology platform and personal support from dedicated service teams that enable RIAs to grow and manage their practices more efficiently while optimizing time with clients. DocuSign has helped TD Ameritrade Institutional automate agreements to reduce contract cycle times and eliminate "Not In Good Order" documents, all to create a world-class experience for RIAs and their clients.

"By embedding eSignature directly into our processes with the DocuSign API, we were able to replace what was once a manual, paper-based account opening process with a fully digital experience that empowers advisors and their clients to sign agreements – anytime, anywhere, on any device – with a single click," said Bob Mahoney, director of technology product management, TD Ameritrade Institutional. "DocuSign helped us create an industry-leading experience for the advisors on our platform so that they can do the same for their clients."

As the host of the Momentum X events, DocuSign has unique expertise in helping more than 250,000 companies and 100 million users complete nearly one million digital transactions a day across 188 countries. Organizations who use DocuSign 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.

Beyond NYC, announced Momentum X tour dates include Philadelphia (September 29), Los Angeles (November 15 and 16), and Seattle (November 17), with additional locations to be announced.

For more information and to register for a Momentum X event, visit <https://momentum.docusign.com/en>. For

more information on DocuSign, visit www.docusign.com.

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