



NEWS RELEASE

Digital Transformation Takes Hold In Philadelphia

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PHILADELPHIA, Sept. 1, 2016 /PRNewswire/ -- To help Philadelphia area companies accelerate their digital transformations, DocuSign, the global **eSignature** and **Digital Transaction Management (DTM)** leader, will host **Momentum X** on Thursday, September 29 at The Hub City View at 30 South 17th Street. 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 Philadelphia," 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 a unit of Comcast Cable, Philadelphia-based Comcast Business provides advanced communication solutions to help organizations of all sizes meet their business objectives. They are using technology to help their field sales teams provide a better customer experience, and have deployed DocuSign on iPads to empower sales reps to close deals with customers on the spot so that they can get access to Comcast services as quickly as possible. The move accelerated business growth while delighting customers with the high tech, yet high touch experience.

"The way we onboard new customers is a big part of the overall experience of working with Comcast Business," said Terry Connell, SVP of sales and sales operations, at Comcast. "By adding DocuSign to our process, we're not only giving our sales team a useful tool that increases efficiency but more importantly, we're getting customers up and running even faster so they can focus on their business." View the video at <https://www.youtube.com/watch?v=JGYuCRYFxew>.

IMS Health, a leading global information and technology services company that provides healthcare industry clients with end-to-end solutions to measure and improve performance, standardized on DocuSign to streamline its contract lifecycle management. Leveraging DocuSign for Salesforce integrated with Apttus, IMS Health automated its third party agreement processes with the American Marketing Association and other vendors.

"We standardized on DocuSign for eSignature and Digital Transaction Management to streamline contract management for the more than 3,000 agreements we process annually – cutting cycles times from weeks down to as little as five minutes with DocuSign," said Kevin Sherman, senior manager of enterprise systems, IMS Health. "Moving from manual, paper-based processes to 100% digital with DocuSign has not only accelerated our business, but has created a better experience for our vendor partners while driving critical increased compliance by getting agreements set up right the first time. With the dramatic ROI we've already experienced, we're deploying DocuSign across our business in Sales, Procurement, Legal and HR all around the world.

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.

Individuals and organizations in Philadelphia interested in digital transformation can learn from Terry Connell, SVP of sales and sales operations at Comcast; Kevin Sherman, senior manager of enterprise systems at IMS Health;

Sameer Tandon, head of strategic alliances and customer transactions at Novartis; Andrea Bradbury, co-founder and chief quality officer at Suvoda Software; and Jeff Meltzer, vice president of quality management at Travena, Inc. – all whom will be presenting at Momentum X. Beyond Philadelphia, announced Momentum X tour dates include 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.

Contact:

Gregor Perotto

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