



NEWS RELEASE

DocuSign Announces Global Reseller Agreement with SAP to Help Global Enterprises Go Digital to Run More Simply

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SAP to Resell DocuSign Digital Transaction Management Solution as SAP® Signature Management

HIGHLIGHTS

- DocuSign deepens strategic partnership with SAP to bring the power of DocuSign’s Digital Transaction Management (DTM) solution to SAP customers globally to help them achieve their digital transformations to run simply
- Agreement provides deeper integration of DocuSign DTM within the cloud suite of solutions from SAP, as well as across SAP’s on-premises product offerings

SAN FRANCISCO—DOCUSIGN MOMENTUM '15—March 11, 2015—DocuSign, Inc. (DocuSign®) today announced a deepening of its partnership with SAP (NYSE: SAP) to help organizations of every size, industry and geography go 100 percent digital to run their businesses more simply. SAP will resell DocuSign Digital Transaction Management (DTM) as the SAP® Signature Management application by DocuSign. The solution will initially integrate with solutions from Ariba and SuccessFactors, SAP companies, with plans to integrate across SAP’s cloud suite of products. SAP Signature Management will empower customers to go fully digital with their most critical business processes to simplify business –all from within the SAP solutions they already use.

“We’re pleased to extend our partnership with SAP through the signing of this global reseller agreement,” said Keith Krach, chairman and CEO, DocuSign. “We anticipate that SAP Signature Management will further empower our customers in the Americas, Europe and Asia to go fully digital to transact, anytime, anywhere, on any device; simply



and securely.”

“SAP customers across every industry and geography are making the digital transformation to simplify their businesses and accelerate results,” said Rodolpho Cardenuto, president, Global Partner Operations, SAP. “We’ve seen first-hand the positive impact and ROI of DocuSign Digital Transaction Management. It aligns well with our Run Simple approach, helping SAP customers around the world to increase productivity, reduce costs and complexity, and benefit from better transaction experiences.”

The integration of SAP Signature Management with Ariba Contracts streamlines digital transactions on the world’s business commerce network to help procurement teams execute agreements with partners. And the deeper integration of the solution with SuccessFactors® Recruiting Management will help simplify HR’s ability to attract and retain the world’s best talent by accelerating hiring, streamlining new employee processes, reducing paper and supporting the digital end-to-end hiring experience.

For more information on DocuSign DTM, please 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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SAP Forward-looking Statement

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