



NEWS RELEASE

DocuSign Commits to Partner Channel with New Exec Appointment

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SAN FRANCISCO, Feb. 3, 2016 /PRNewswire/ -- Marking another sign of the company's continued rapid global expansion, DocuSign Inc. (DocuSign®), the leader in eSignature and Digital Transaction Management, has appointed former IBM Vice President Mark Register to lead business development and channel partner engagement globally.

Register most recently led IBM's global software channel and has spent more than 30 years in software and services roles worldwide. As the senior vice president of business development and channels at DocuSign, he will be responsible for the strategic engagement and growth of the company's partner and systems integrator ecosystem around the world. He will report to Neil Hudspith, president of Worldwide Field Operations.

"Like many people, I've used DocuSign in my personal life – two real estate transactions, in fact. It was amazingly simple and efficient, to the point where I couldn't imagine doing the transactions in any other way," said Register.

"When I saw the digital transformation that many companies in the industry were making, I started to realize that DocuSign was perfectly positioned to lead that effort. But we can't drive a digital culture change alone – it needs an immensely strong network of partners who can embed, resell and implement the solution in customer businesses large and small around the world. It's an exciting opportunity."

DocuSign already has strong relationships with systems integrators and resellers in multiple markets. The focus for Register in this new role will be to expand the reach of those existing partners, add new ones to meet increased demand around the world, and ultimately ensure DocuSign can deliver maximum 'time to value' for every customer.

"One of our goals is to ensure that we develop a partner ecosystem that understands how Digital Transaction Management can add tremendous value to an organization by creating a better customer experience, accelerating revenue, reducing costs – and doing all three quickly," added Hudspith. "Mark's experience will allow us to do exactly that, and we're excited to have him join the DocuSign family."

Register brings more than 30 years of global leadership experience in customer and partner facing roles in software and services companies in the US, Europe and Asia. For the last five years he has led IBM's global software channel to success. His previous roles include Chief Marketing Officer for Ascential Software and President Field Operations for Mercator Software. Prior to Mercator Register also held executive positions at Computer Sciences Corporation and GE Capital IT Solutions. Register began his career with the Auckland Hospital Board and the Western Australian Health Department after attending the Auckland University of Technology and Curtin University in Western Australia.

Individuals interested in career opportunities may visit www.docusign.com/careers. Organizations interested in joining The DocuSign Global Trust Network as a partner may visit www.docusign.com/partners.

Contact:

Gregor Perotto

DocuSign, Inc.

(206) 576-8081

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