



NEWS RELEASE

## DocuSign Enhances Broker Offering via New Integration with Lone Wolf Accounting

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SAN FRANCISCO and SAN DIEGO, Nov. 12, 2015 /PRNewswire/ -- NATIONAL ASSOCIATION OF REALTORS® ANNUAL CONFERENCE -- DocuSign, Inc. (DocuSign®) announced that it intends to provide smooth data integration between DocuSign Transaction Rooms, Broker Edition and Lone Wolf's back office management solution, brokerWOLF—at no additional charge to brokers.[1] With data shared across the two industry-leading systems, brokers minimize errors and save time, as well as reduced costs over other industry offerings.

"DocuSign's goal is to provide brokers with a streamlined, connected system that delivers the convenience and speed of never having to enter data twice," said Georg Gerstenfeld, vice president and general manager, Global Real Estate Solutions at DocuSign. "With 2.7 million real estate transactions completed via DocuSign annually and brokerWOLF's leadership as the back office management solution for real estate, we'll deliver unprecedented time-savings and value to brokers everywhere."

The new integration intends to deliver the visibility, compliance and control that brokers need. With a predefined set of data—such as final purchase price, commission information and agent information – it's easy for brokers to properly categorize and track the data. When they close a Transaction Room, agents and brokers will be prompted with the option to transfer data, making it a routine step in the process and much more efficient than manually and separately scanning data for closed transactions.

"One of Lone Wolf's strategic themes is to 'Connect the Industry'," said Brian Friemel, executive vice president of Brokerage Services. "Partnering with the global leader in eSignature is a significant step toward that goal. With

DocuSign Transaction Rooms we expect DocuSign's presence in real estate to continue to grow. We are excited to introduce the DocuSign integration to both current and future Lone Wolf customers."

For more information about DocuSign Transaction Rooms, Broker Edition, please visit [www.docusign.com/realestate](http://www.docusign.com/realestate).

Contact:

Gregor Perotto

DocuSign, Inc.

(206) 576-8081

[email protected]

About DocuSign, Inc.

DocuSign® is changing how business gets done by empowering more than 100,000 companies and more than 50 million users in 188 countries to sign, send and manage documents anytime, anywhere, on any device with confidence. DocuSign replaces printing, faxing, scanning and overnighting documents with the easiest, fastest, most trusted way to make every approval and decision digital. Organizations of all sizes and industries are accelerating contracts, approvals and workflows with DocuSign's Digital Transaction Management (DTM) platform and eSignature solution. DocuSign keeps life and business moving forward.

DocuSign offers transaction management services and is the NATIONAL ASSOCIATION OF REALTORS® Official and Exclusive provider of electronic signature services under the REALTOR Benefits® Program.

For more information, visit [www.docusign.com](http://www.docusign.com), call +1-877-720-2040, or follow us on Twitter, LinkedIn and Facebook.

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[1] There is no additional charge by Lone Wolf or DocuSign for integration through 2017.

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