



NEWS RELEASE

DocuSign Expands European Trust Service Provider Program

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SAN FRANCISCO and LONDON and PARIS and FRANKFURT, Germany and AMSTERDAM, July 1, 2016 /PRNewswire/ -- As the EU enacted new measures to ensure that electronic signatures are enforced universally across all member states under the eIDAS regulation today, DocuSign – the global eSignature and Digital Transaction Management (DTM) leader – issued a call for companies to join its new Trust Service Provider (TSP) partner program.

The news follows DocuSign's launch of its Standards Based Signature suite, a new core part of its DTM platform, a month ago. It means that companies across the EU can work with DocuSign and their preferred local Certificate Authority (CA) or TSP today when implementing eIDAS-compliant eSignature and DTM solutions. And it is part of DocuSign's multi-million dollar '**Invest for Europe**' initiative unveiled at DocuSign MOMENTUM '16 London in June.

This initiative is what DocuSign Chairman and CEO Keith Krach recently referred to as the boldest in the company's history. "It encompassed two years of technology breakthroughs, extensive platform development, three global acquisitions, and data centres in Amsterdam, Frankfurt and Paris," he said.

"DocuSign's investment in Europe seems perfectly timed for the new regulation taking effect in July," said Paul Achleitner, chairman of Deutsche Bank and board member of Daimler and Bayer. "The combination of this new regulation change and the expansion of the DocuSign Global Trust Network will facilitate Europe's digital transformation."

From 1 July, the eIDAS regulation will simplify and standardise eSignatures laws across the EU, and will set clear standards for digital signature technology and electronic identification – all helping to support and promote the EU's vision of a Digital Single Market.

With this in mind, the TSP program brings companies that specialise in electronic ID and digital certificate management services into a European ecosystem to provide the full range of eIDAS-defined signature types through the DocuSign platform – including electronic, advanced and qualified signatures.

"Business is global, trust is local," says Mark Register, the senior vice-president of business development at DocuSign. "The local Trust Service Providers and Certificate Authorities are essential to enabling the DocuSign Global Trust Network. These partners are able to benefit from the best of both worlds. They gain exposure to more customers and they are able to offer the capabilities of the DocuSign DTM platform."

Since the program launched at DocuSign MOMENTUM '16 London on 7 June, several organisations are already on board – including Athens Exchange Group (Greece), Firmaprofesional (Spain), IDNow (Germany), Intesa IBM (Italy), QuickSign (France) and Swisscom. This is just the start though, and DocuSign anticipates rolling many new partners into the TSP program in the coming months.

"From customer and partner meetings, as well as our Advisory Council meetings and **DocuSign MOMENTUM** events, we continue to hear about the importance of mobility, the cloud, identity services and overall ease of use as key factors of eIDAS compliance," said Register. "We agree. That's why we've been working on this for more than two years – and the result is a platform that encompasses all signature needs within our Standards-Based Signature suite."

The offering includes a comprehensive mobile signing solution; a rich Digital Transaction Management platform with cloud-based signatures that comply with all levels of the eIDAS regulation; a hybrid cloud offering to give customers the choice of deployment models; native API integration with the most popular cloud-based productivity solutions customers already use in the businesses everyday [like Salesforce, SAP and Office365]; and the ability to add their preferred local identity and trust services through the TSP program.

"It's exciting to see the enthusiasm around the TSP program in such a short amount of time," said Register. "We are honored to team with these TSP partners - they will be a catalyst for accelerating Europe's digital transformation."

Interested Certificate Authorities and Trust Service Providers should visit www.docuSign.com.

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