



NEWS RELEASE

DocuSign Forms Strategic Alliances with Deloitte Digital and Cisco to Bring New Value to Customers

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SAN FRANCISCO, April 6, 2016 /PRNewswire/ -- DOCUSIGN MOMENTUM '16 – As part of its drive to help companies of all sizes and industries accelerate their digital transformation, DocuSign, Inc. announced today that it is joining forces with Deloitte Digital and Cisco to bring the power of eSignature and Digital Transaction Management (DTM) to their ecosystems of customers, partners, suppliers and employees.

The news comes during the DocuSign MOMENTUM '16 conference in San Francisco, just as the company announced 125% year-over-year customer growth in the DocuSign Global Trust Network – which now includes more than 225,000 companies and more than 85 million users generating nearly one million transactions per day.

"Tight strategic partnerships are imperative to drive companies' digital transformations, which is why we are proud to have Deloitte Digital and Cisco as part of the DocuSign Global Trust Network," noted Keith Krach, chairman and CEO, DocuSign. "With Aragon Research pegging the DTM market at \$30bn by 2020 – and Forrester Consulting citing that nearly 85% of IT and business decision makers have expressed a need for DTM – there is clearly a huge opportunity here."

The strategic alliance with Deloitte Digital combines DocuSign's DTM technology with the creative capabilities, industry knowledge and technical expertise of Deloitte Digital – this helps companies to realize tangible business value from digital transformation efforts from the front- to back-office.

"Digital transformation is one of the critical themes we're working on right now. We're helping our clients be agile enough to innovate and disrupt their industries before they themselves are disrupted," explained Andy Main, principal, Deloitte Consulting LLP, and Deloitte Digital's chief executive.

"One of the more sought-after capabilities is the ability to rethink how work gets done, with faster digitized business processes, workflow and electronic signatures. We see this happening across the entire business, and we're working side-by-side with DocuSign to bring our clients the business processes they need in the future to give them a major competitive edge."

DocuSign's partnership with Cisco will integrate eSignature technology into the business messaging and collaboration platform, **Cisco Spark**. This makes it possible for teams to use messaging, video calling and content sharing securely, while working on projects that require the secure signing of critical documents. The integration will be demonstrated during the developer keynote at DocuSign MOMENTUM '16 today.

"My team is extremely passionate about making highly secure collaboration technology that is so simple to use, it fades into the background," said Rowan Trollope, SVP and GM of Cisco's Internet of Things & Applications Group. "We're thrilled to integrate Cisco Spark and DocuSign because it eliminates complexity for users. It is one of many integrations we plan to make work life simpler."

These new strategic partnerships add to the list of partners on the DocuSign Global Trust Network – some include BBVA, Comcast, Dell, Deutsche Telekom, EBDI (the corporate investment arm of the Singapore Economic Development Board), FedEx, Google, IBM, Intel, Microsoft, Mitsui & Co. (U.S.A.) Inc., Mitsui Knowledge Industry Co., Ltd. (MKI), the National Association of REALTORS®, NTT Finance, Recruit Holdings, SAP, Salesforce, Telstra and VISA.

For more information on DocuSign MOMENTUM'16, visit <http://momentum.docusign.com>.

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DocuSign, Inc.

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