



NEWS RELEASE

## DocuSign Global Trust Network Accelerates with 125% YOY Customer Growth

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SAN FRANCISCO, March 28, 2016 /PRNewswire/ -- Reflecting the tremendous value that it delivers to individuals and organizations around the world, DocuSign, Inc. (DocuSign®) announced that its customer and user base experienced hyper-growth over the past year.

The DocuSign Global Trust Network now includes more than 225,000 customers and 85 million users generating nearly 950,000 transactions per day – a base that is up from 100,000 customers and 50 million users respectively just one year ago. Nearly 85% of those users complete digital transactions in less than one day via DocuSign, with more than half completed in less than 15 minutes – a tremendous advantage over paper-based processes.

The news comes just a week ahead of the company's annual customer, developer and partner conference in San Francisco, DocuSign MOMENTUM'16 (<https://momentum.docusign.com>). Attendees will hear directly from C-Level executives like HP President & CEO Meg Whitman, T-Mobile COO Mike Sievert, retired President and CEO of McDonald's Don Thompson, Chairman and CEO of Equifax Rick Smith, EVP and CFO of McKesson Corporation James Beer and Uber Head of IT Shobhana Ahluwalia on their vision for the digital future, how DTM is transforming their business, and more.

"I spend a third of my time meeting with C-Level executives of global enterprises to talk about their strategic initiatives," said Keith Krach, Chairman and CEO, DocuSign. "In the last twelve months, every CEO I've met with has digital transformation in their top 3 initiatives – and for many it's the #1 priority. What's even more amazing to me is that the vast majority have told me that DocuSign is the first step in their digital transformation."

According to customers, DocuSign is the catalyst to go digital for three reasons: First, the value proposition is easily

quantifiable, improving both the top and bottom line. Second, before they can launch their big projects like analytics, big data and artificial intelligence, customers note that they must get the paper out first. And third, customers use DocuSign as a quick cultural win to demonstrate success and gain momentum.

"I got a kick out of one of my favorite customer's recent comments when talking about his company's digital transformation," noted Krach "He told me, 'In order to steer a ship, it has to be moving. And DocuSign provides the quick wins to get us moving.'

"What's also become clear is that companies in every industry are under threat not just from competitors, but from potential new entrants with unique business models. It's particularly interesting because DocuSign is enabling so many of these new on-demand business models that are causing this massive disruption.

"With all of this, I've come to one simple conclusion: It's all about speed. Speed is the new currency in business today," added Krach. "It's not the big that will eat the small, but the fast that will eat the slow. Fundamentally, that's what's driving DocuSign's growth and leadership in one of the biggest emerging markets today, Digital Transaction Management."

DocuSign's hyper-growth is being driven by the increasingly broad adoption of eSignature among small, mid-sized and large organizations across North and South America, Europe and Asia Pacific. One of the reasons is that the technology positively impacts nearly every area in which companies are measured: revenues, efficiency/cost, security and compliance, customer experience and sustainability.

It is also being driven by enterprises across industries – including financial services, insurance, healthcare and life sciences, real estate, higher education, high tech, communications and media, manufacturing, travel and tourism, government and public sector, and non-profits, among others – using DocuSign's DTM platform to automate processes and workflows for easier, faster, more convenient and secure all-digital transactions.

The success that DocuSign customers are achieving translates into some significant company statistics:

- Total Number of Companies >225,000
- Total Number of Users >85 million
- Average Number of New Users Per Day 85,000
- Total Number of Countries Where DocuSign is Used 188
- DocuSign Transactions Completed in <15 minutes 51%
- DocuSign Transactions Completed in <30 minutes 57%
- DocuSign Transactions Completed in <60 minutes 62%
- DocuSign Transactions Completed in <1 day 84%

"We measure our success by our customers' success," said Krach. "Although we've just begun to scratch the surface, we believe that all successful organizations will be fully digital by the end of the decade. The move to make every decision, approval, workflow and signature 100% digital has become inevitable."

For more information on DocuSign MOMENTUM'16, visit <https://momentum.docusign.com>. To learn about career opportunities as part of DocuSign's high performance team, visit [www.docusign.com/careers](http://www.docusign.com/careers).

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