



NEWS RELEASE

DocuSign Hires Former Salesforce VP to Drive Expansion Across Canada

2015-12-15

Dan Kagan to Lead DocuSign Canada as Director of Enterprise Sales

SAN FRANCISCO, Dec. 15, 2015 /PRNewswire/ -- DocuSign, Inc. (DocuSign®) announced today that it has appointed Dan Kagan, former Sales VP at Salesforce, as Director of Enterprise Sales to lead the company's expansion into Canada. Bringing more than 18 years of award-winning sales and leadership experience to his new role, Kagan is responsible for accelerating DocuSign's growth in Canada to bring the power of DocuSign's eSignature software solution and Digital Transaction Management (DTM) platform to individuals and organizations of every size and industry across the region.

"Dan is a dedicated and passionate leader with a breadth of experience driving high-performance teams and invaluable know-how about the Canadian market," said Chris McClain, SVP Global Enterprise Sales, DocuSign. "We're fortunate to have him join DocuSign's leadership team as we continue to expand The DocuSign Global Trust Network in Canada."

"It's thrilling to join a company like DocuSign that is truly changing how business gets done," said Kagan. "During the last several years, DocuSign has seen incredible hyper-growth and global expansion. I'm excited to contribute to that momentum as we launch Canadian operations and empower consumers and organizations across the country to eliminate paper from their businesses and transition to fully digital processes."

Kagan joins DocuSign from Replicon where he served as VP and General Manager, North America. In this role, Kagan was responsible for re-establishing Replicon Toronto's office and oversaw the company's entire North American sales organization, including demand generation and business development. Prior to Replicon, Kagan

spent seven years at Salesforce, serving most recently as VP of Sales in Canada. While there, Kagan recruited and mentored new account executives, successfully generated year-over-year growth, and drove his team to significantly exceed quota over five consecutive years. Previously, Kagan served as Director of Customer Development at the Xenos Group, an Actuate Company, and held various other leadership roles in the high tech vertical. Kagan resides in Toronto and received his degree in Business Management from Ryerson University.

To learn more about DocuSign, please visit <https://www.docusign.com/>. For information about career opportunities at DocuSign, please visit <https://www.docusign.com/company/careers>.

Contact:

Gregor Perotto

DocuSign, Inc.

+1 (206) 576-8081

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 trust and 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, industries and geographies are accelerating contracts, approvals and workflows with DocuSign's eSignature software and Digital Transaction Management (DTM) platform. DocuSign keeps life and business moving forward.

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

Copyright 2003-2015. DocuSign, Inc. is the owner of DOCUSIGN® and all of its other marks (www.docusign.com/IP). All other marks appearing herein are the property of their respective owners.

Photo - <http://photos.prnewswire.com/prnh/20151214/295763>

Logo - <http://photos.prnewswire.com/prnh/20151102/283113LOGO>

SOURCE DocuSign, Inc.