



NEWS RELEASE

DocuSign Launches Largest Product Update - the Winter '17 Release

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SAN FRANCISCO, Dec. 6, 2016 /PRNewswire/ -- As part of its commitment to help organizations around the world to transform paper-based processes into digital transactions, DocuSign – the global **eSignature** and **Digital Transaction Management** (DTM) leader – made its Winter '17 Release available today.

The release includes more than 70 enhancements and updates to the company's eSignature product and DTM platform – the most significant of which include the ability to include supplemental documentation easily and efficiently; new eNotary features to streamline the complications of paper in real estate transactions; and the personal electronic hanko (or kanji name stamp) tailored specifically to incorporate Japanese signing customs.

"The Winter '17 Release is one of the most exciting product updates that we've done – it marks an increase in our pace of innovation, and it sees us shipping more new features in this release than in the last several quarters combined," said Ron Hirson, chief product officer at DocuSign. "As with all our releases, we are working around the clock to help provide exceptional user experience, empower key industries, and expand DocuSign to international markets."

The supplemental document functionality was born out of direct feedback from DocuSign's customers in its financial services advisory council – comprised of many of the largest financial institutions in the US.

Due to regulatory changes, these institutions increasingly need to provide long and complex supplemental documents – such as disclosures, and terms and conditions to their clients. Now with DocuSign, it is possible to include all those documents as part of the same transaction, accessible via a single click.

On the real estate front, most homebuyers and agents find the home financing and closing process cumbersome, paper-based and lengthy. The DocuSign Winter '17 Release therefore marks the official introduction of eNotary – an enhancement that eliminates the need to print, scan or mail closing documents.

All actions can be performed within the DocuSign platform, including applying a seal and exporting a notary log. From February next year, these in-person eNotarizations can be performed via DocuSign in Alaska, Florida, Idaho, Indiana, Kansas, Kentucky, New Jersey, New York, Virginia, and Washington (in addition to North Carolina, which has been available since 2014).

For Japan, the adoption of eSignature has been influenced by the fact that signers are accustomed to using a Hanko to represent their signature on paper documents.

The DocuSign Winter '17 Release officially launches the eHanko functionality, allowing signers to upload and apply their personal Hanko to represent their signature on an agreement. The initial functionality is available today, and additional capabilities will be integrated over the next several product releases.

"The eHanko is significant as we are helping to take a centuries-old custom into the digital age so that companies and consumers can sign, send and manage agreements digitally – anytime, anywhere, on any device – with trust and confidence," said Hirson.

In addition to the above, DocuSign users around the world will benefit from other enhancements in the DocuSign Winter '17 Release, including:

- **Standards-Based Signatures** – announced in June this year ahead of the EU enforcing its new eIDAS regulation on July 1, DocuSign's Standards-Based Signatures suite allows companies to automate and manage entire agreement workflows, while natively providing all the eSignature types currently defined under the new eIDAS regulation (including simple, advanced and qualified electronic signature). The Winter '17 Release builds on DocuSign's Express offering, and will see the inclusion of Advanced Electronic Signature (AES) functionality, as well as signer-held signatures.
- **Offline Templates for iOS** – extending DocuSign's "offline" functionality which already includes signing and sending, now senders of agreements on Apple devices will be able to cache a DocuSign template for signing without internet connectivity. The completed document automatically synchronizes once an internet connection is available to keep life and business moving forward.
- **DocuSign Payments** – announced publicly in late October, DocuSign Payments is the new way to sign and pay on one easy transaction. Set to ship early next year, DocuSign has partnered with payment gateway provider Stripe to provide for Android Pay, Apple Pay or any major payment card.

For more information on the DocuSign Winter '17 Release, visit the blog at <http://docusign.com/blog/docusign-winter-17-release>

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