



NEWS RELEASE

DocuSign Ranks #3 on Forbes World's Best 100 Cloud Companies List

2016-09-07

SAN FRANCISCO, Sept. 7, 2016 /PRNewswire/ -- DocuSign announced today that it has been ranked #3 on the first-ever Forbes 2016 Cloud 100, the definitive list of private cloud companies in the world, developed in partnership with Bessemer Venture Partners and Salesforce Ventures. As the global standard for Digital Transaction Management (DTM) and eSignature, DocuSign powers digital transformations among organizations of every size, industry and geography – including many of the Cloud 100.

"While many claim it in their mission, it's not often that you see a company actually changing the way business is done and creating a new category in the process," said Byron Deeter, a leading cloud investor and partner at Bessemer Venture Partners. "As the global standard for Digital Transaction Management and eSignature, DocuSign has done just that by positively impacting nearly every area its customers' businesses are measured – including revenues, efficiency, security, compliance, customer satisfaction and sustainability. There's no doubt that the DTM category has become a critical inevitability well on its way to being the \$30 billion plus market that analysts have predicted, and there's no doubt that DocuSign has become the verb for transacting business quickly, easily and securely – 100% digitally."

"On behalf of the entire DocuSign family, it is a tremendous and humbling honor to be named in the top three among the world's 100 best cloud companies by Forbes magazine," said Keith Krach, chairman and CEO, DocuSign. "The true honor comes every day in getting to be part of such a powerful, high performing team focused on the truly noble cause of changing how business gets done, and then seeing our positive impact on our customers' success in making the digital transformation with DocuSign."

"Cloud companies like DocuSign are revolutionizing how businesses reach their customers today from digitizing

painful old processes to allowing them more time to focus on what they really care about—what makes their products unique," said Alex Konrad, Forbes editor of the Cloud 100 list. "Inclusion in the Forbes 2016 Cloud 100 list recognizes DocuSign for its financial growth and excellence as recognized by its customers and peers."

"There is incredible innovation happening in the Salesforce ecosystem and we're delighted to work closely with DocuSign, the pioneer in Digital Transaction Management, to make our customers even more successful," said John Somorjai, EVP of corporate development and Salesforce Ventures.

Today's recognition of being among Forbes' top 3 world's best cloud companies comes on the heels of DocuSign being named one of the **Top 50 Cloud Companies to Work For by Glassdoor**, the jobs and recruiting marketplace. Overall, employees rate DocuSign at 4.5 out of 5, with a 4.4 rating on career opportunities and 4.5 rating on the company's culture and values. DocuSign's CEO, Keith Krach, has a 98% approval rating among employees, 91% of whom would recommend DocuSign as a great place to work to a friend or colleague. DocuSign employees rate the company's business outlook at higher than 90% favorable, well above the Glassdoor Top 50 average of 75%.

Forbes 2016 Cloud 100 List Methodology

The Forbes 2016 Cloud 100 list profiles the world's top-tier private companies leading the cloud technology revolution, plus twenty rising stars within the field. With advancements in software, cloud security or platform development, these companies are redefining the future for all industries and sectors.

Forbes, in partnership with Bessemer Venture Partners, received hundreds of submissions to identify the most promising private companies in cloud. The Forbes 2016 Cloud 100 was selected by a panel of **judges** representing leading public cloud companies, using qualitative and quantitative data submitted by nominees, along with publicly available third-party data sources.

For more information on DocuSign, please visit www.docusign.com. For more information on the Forbes 2016 World's Best 100 Cloud Companies list, pick up a copy of the October 4, 2016 issue of Forbes magazine or visit www.forbes.com/cloud100.

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DocuSign, Inc.

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