



NEWS RELEASE

## DocuSign Receives Award for Competitive Strategy Innovation in Digital Signatures

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LONDON, Nov. 10, 2016 /PRNewswire/ -- As recognition for excellence in product quality, performance value, and product differentiation, DocuSign – the global leader in eSignature and Digital Transaction Management (DTM) – has received Frost & Sullivan's award for competitive strategy innovation and leadership in the digital signature industry.

The commendation comes as part of the **2016 Excellence in Best Practices Awards run by the analyst house**. It sees DocuSign identified as the leading DTM provider thanks to its full range of capabilities and expertise in meeting ever more stringent security standards and regulatory requirements. A key component in meeting and exceeding these requirements was the company's '**Invest for Europe**' initiative.

"Our expertise and investment in Europe is allowing our customers to embark on their digital transformation with trust and confidence," commented Helen Sutton, VP Enterprise Sales: EMEA, DocuSign. "By offering organisations our Standards-Based Signatures suite and securing their data in our own centres across the continent, we ensure that businesses can operate in compliance with the latest eIDAS regulations and serve their own customers efficiently and securely."

DocuSign was chosen ahead of its competitors primarily because it leverages creative product strategies that differentiate itself from others on the market. According to Sutton, the company's DTM platform can go everywhere paper can go, and beyond – and it offers a turnkey digital signature solution for global clients in 43 distinct languages.

More than 250,000 companies and more than 100 million users across 188 countries trust DocuSign to complete

almost one million transactions per day. It also offers solutions by market vertical, which in some cases require more stringent security standards and regulatory requirements.

"DocuSign is quickly becoming a brand name and the verb that is synonymous with digital signatures, where 'DocuSign' is becoming as colloquial as 'Google it,'" said David Frigstad, Chairman, Frost & Sullivan. "In the context of today's competitive intensity, customer volatility, and economic uncertainty, this is particularly impressive."

DocuSign allows signers to settle agreements from anywhere around the globe where there is an internet connection, and even offers offline capabilities. With DocuSign, documents can be securely uploaded to its web-based interface in nearly every format, including Microsoft Word or PDF formats from the originator's computer or Dropbox, Box, Google Drive, or OneDrive accounts.

Companies interested in learning more about DocuSign's DTM platform applications for Microsoft may visit: [www.docusign.co.uk](http://www.docusign.co.uk)

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## About DocuSign, Inc.

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