



NEWS RELEASE

DocuSign Unveils Invest for Japan Initiative

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TOKYO, Feb. 16, 2017 /PRNewswire/ -- DocuSign, the global standard in **Digital Transaction Management (DTM)** and **eSignature**, today announced its 'Invest for Japan' initiative. During a press conference in Tokyo today, DocuSign committed to further local investment to help accelerate digital transformations across Japan – including its work with hanko leader Shachihata to bring an integrated eHanko solution to market in March 2017.

"DocuSign is one of the most strategic categories of cloud services today, helping companies like us, NTT-AT, achieve their digital transformations," said George Kimura, President and CEO of NTT Advanced Technology. "DocuSign's DTM platform service positively impacts nearly every area where we measure our success, including revenues, efficiency, costs, security, compliance, customer experience, and sustainability."

"DocuSign is honored to play a part in helping Japanese companies achieve their digital transformations," said **Keith Krach**, Chairman of the Board, DocuSign. "With our accelerated investment in Japan, the more than 250,000 companies and more than 100 million users of the DocuSign Global Trust Network can transact business more quickly, easily and securely – anytime, anywhere, on any device with trust and confidence using DocuSign."

"As the clear global standard for Digital Transaction Management, DocuSign is helping Pasona to digitize our business for faster speed to results and greater productivity," said Scott Sato, President and COO, Pasona Inc. "After implementing DocuSign for Salesforce, we saw immediate benefit and return on investment with DocuSign decreasing our cost per transaction by 50%."

MKI President and CEO Masaki Saito said, "Our trial implementation of DocuSign enabled us to complete an unprecedented 300 approval processes per person per month and firmly established the service as a critical

part of our business. We look forward to contributing to the improved efficiency of Japanese companies through this distributor agreement with DocuSign as the global standard for Digital Transaction Management and eSignature."

"DocuSign has the capability to transform the real estate industry in Japan," said Yuichiro Kawaguchi, Chairman of MILIVE Group. "I'm thrilled to be an integral part of this historic paradigm shift of digitization in our country."

"More and more Japanese organizations like Shachihata, Pasona, MKI, and NTT are discovering the benefits of the fully digital business," said Hayato Koeda, President and Representative Director of DocuSign Japan, and Vice President of DocuSign Inc. "DocuSign is helping these Japanese companies take the first steps in their digital transformations, achieving quick wins and paving the way for becoming fully digital businesses that are more productive and competitive on both a local and global scale."

DocuSign launched into the Japanese market in 2015 and has fully localized its product and platform for Japan. Today's news builds on previous announcements of **Recruit Holdings**, **NTT Finance** and **Mitsui & Co. (U.S.A.), Inc.** making strategic investments in DocuSign to drive Japan's digital transformation, and **MKI** announcing a Japan Distribution Agreement for DocuSign's Digital Transaction Management service.

The DocuSign Global Trust Network brings the power of Japanese and global strategic investors together, including Microsoft, Google, Salesforce, Visa, Intel, Dell, SAP, FedEx, Comcast, Deutsche Telekom, Telstra, BBVA, Samsung, EDBI (the corporate investment arm of the Singapore Economic Development Board), and others.

For more information on DocuSign, please visit www.docusign.jp.

About DocuSign Japan

DocuSign® is changing how business gets done by empowering anyone to send, sign and manage agreements anytime, anywhere, on any device with trust and confidence. DocuSign's Digital Transaction Management (DTM) platform and eSignature service help make every approval, decision, workflow and signature fully digital. The DocuSign Global Trust Network has more than 250,000 companies and more than 100 million users in 188 countries, with an average of 130,000 new unique users joining every day. For more information, please see DocuSign Japan's website, <https://www.docusign.jp/>

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