



NEWS RELEASE

# DocuSign and Shachihata to Bring Hanko into the Digital Age

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TOKYO and SAN FRANCISCO, Nov. 4, 2015 /PRNewswire/ -- In a move that brings traditional Japanese signing processes together with their digital counterpart, DocuSign, Inc. (DocuSign®), the eSignature and Digital Transaction Management (DTM) company, and Shachihata Inc., the leading Japanese stationery provider, have formed a strategic alliance. Together, the companies will bring the Hanko into the digital age so that companies and consumers can sign, send and manage documents digitally anytime, anywhere, on any device with trust and confidence.

Under the terms of the agreement, the companies will work together on joint product and business development opportunities across Japan, China, Korea, Taiwan and Singapore – countries where the traditional Hanko stamp is popular. The Hanko is the stamp (and the impression thereof) that is used in lieu of signatures in personal documents, office paperwork, contracts or anything requiring acknowledgement or authorship.

The partnership will initially result in individuals being able to use their personal Shachihata eHanko when signing documents electronically using DocuSign's Digital Transaction Management platform and eSignature solution. In the future, it's expected that individuals will be able to use their company's Hanko to transact business digitally, as well.

The news follows intensive research by DocuSign and Shachihata into Japanese business processes, and the partnership aligns with and is in support of DocuSign's announcement today that the company has opened its first official offices in Tokyo to serve Japan and the broader region.

"The Hanko stamp is a cultural institution in Japan – and, indeed, in other countries around the Asia region,"

explained Hayato Keoda, Vice President and Representative Director of DocuSign Japan. "The chance to partner with one of its leading proponents is an honor, and we expect to deliver innovative new solutions like the eHanko that help our joint customers conduct business anytime, anywhere – as well as expand our market opportunities in partnership with Shachihata."

"Shachihata is a leading manufacturer of Hanko stamps, an indispensable part of doing business in Japan, and is a pioneer in eHankos," said Masayoshi Funahashi, President of Shachihata Inc. "By combining Shachihata's Hanko expertise with DocuSign's digital technology we aim to promote the development of Japan's electronic contract market."

The combination of DocuSign and Shachihata will allow companies to maintain existing business practices while dramatically accelerating Japan's transition to the digital world, increasing global competitiveness while driving faster innovation.

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

For more information, visit [www.docusign.com](http://www.docusign.com), email [email protected], or follow us on Twitter, LinkedIn and

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## About Shachihata

Shachihata was founded in 1925 and began sales of the Mannen Stamp Pad in the same year. Over the past 90 years, Shachihata has built its business around the many names used in business and daily life. Companies and households continue to turn to Shachihata for their stationery needs and more than 170 million Shachihata Name 9 Hankos have been sold since its release.

Amid the rapid evolution of communications, Shachihata will continue to deliver innovative products and services as our business of record, report, and authorize expands from the stamp pad to the e-Hanko.

For more information, visit [www.shachihata.co.jp](http://www.shachihata.co.jp) or follow us on Facebook.

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