



NEWS RELEASE

## DocuSign and its Chairman & CEO Keith Krach Honored Among Dell Founders 50

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SAN FRANCISCO, Dec. 21, 2015 /PRNewswire/ -- DocuSign, Inc. (DocuSign®) is pleased to announce that the company and its Chairman and CEO Keith Krach were recognized today among the Dell Founders 50. Focused on business acceleration for disruptive companies, Dell Founders 50 honors game changing CEOs and their companies poised for disruptive growth.

"We're honored to be among the Dell Founders 50 and I'm pleased to accept this recognition on behalf of the DocuSign family," said Keith Krach, Chairman and CEO, DocuSign. "For all of us at DocuSign, it's a privilege to help our customers make every decision, approval, contract and workflow digital so they can keep life and business moving forward."

"Keith is one of the few executives in high tech who can start and scale a company," said Jim Lundy, Founder and CEO of Aragon Research. "This is due to his passion for people, his financial acumen, and understanding of how to take a brand and transform it into a category leader."

"I can't imagine someone more deserving of this honor than Keith," commented Keith Ferrazzi, CEO/Founder of Ferrazzi Greenlight and Yoi Corp, and Author of Never Eat Alone. "In every possible way, be it strategic or creative, Keith embodies entrepreneurial spirit and admirable leadership."

"Keith is a passionate serial entrepreneur, a master story teller and an inspiring team builder who has an uncanny ability to discover huge markets and build companies which change the course of how business is done," noted John Battelle, CEO of NewCo and Founder of Wired Magazine, Federated Media, and The Industry Standard.

Inclusion in the Dell Founders 50 follows on the heels of news that Dell will market and sell DocuSign's DTM platform to empower its customers to send, sign and manage legally enforceable documents securely in the cloud. As part of the agreement, Dell customers worldwide can add DocuSign as a standalone solution within an existing or new deployment to deliver the most secure and efficient way for customers to leverage DTM to transact business 100% digitally.

The partnership is backed by Dell's investment in DocuSign which is helping fuel growth of The DocuSign Global Trust Network. Dell's corporate venture arm, Dell Ventures, provides funding and forges collaborative relationships with organizations that develop unique but complementary technologies to the Dell end-to-end portfolio. This approach – and inclusion in the Dell Founders 50 – makes it possible for companies like DocuSign to benefit from Dell's strategic vision and expertise in order to bring innovative products to market.

The partnership lays the foundation for future opportunities that will deliver value to customers while keeping their information secure, meeting compliance requirements, and improving the user experience. These efforts could include joint product development and deeper expansion into vertical markets via integrated solutions.

More information on the Dell Founders 50 may be found at <http://www.dell.com/learn/us/en/uscorp1/founders-50>. More information on DocuSign may be found at [www.docusign.com](http://www.docusign.com).

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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), call +1-877-720-2040, or follow us on Twitter, LinkedIn and Facebook.

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