



NEWS RELEASE

DocuSign for Salesforce Sees Continued Momentum Among Leading Companies and Partners

2016-10-04

SAN FRANCISCO, Oct. 4, 2016 /PRNewswire/ -- DREAMFORCE 2016 -- Companies of all sizes, industries and across geographies continue to standardize on DocuSign – one of the most popular **eSignature** services and **Digital Transaction Management** platforms on the Salesforce AppExchange. Lightning-ready DocuSign for Salesforce empowers organizations to make every agreement digital to transact business anytime, anywhere, on any device.

"DocuSign has grown within the Salesforce ecosystem over the years and led the transformation allowing organizations large and small to go fully digital," said Parker Harris, co-founder and CTO, Salesforce.

"DocuSign helps close deals faster to earn revenue sooner, reduce costs and streamline contracts so companies can stop chasing paperwork to focus on their customers." For more on DocuSign's partnership with Salesforce, watch the video: <https://www.youtube.com/watch?v=QDmLQwRhpT4>.

"Our partnership with DocuSign is truly global and together we are empowering customers, developers and partners across the Salesforce ecosystem to go digital," said Miguel Milano, president of EMEA, Salesforce. "Salesforce is really proud to be part of the DocuSign Global Trust Network." For more on DocuSign's strategic partnership with Salesforce in EMEA, watch the video: https://youtu.be/_Ybd6La4hOg.

DocuSign for Salesforce helps organizations of all sizes:

- **Close It In The Cloud™**: With DocuSign, sales teams can send contracts for signature with a single click in Salesforce to close deals faster.
- **Supercharge teams**: Harness the power of machine learning to get agreements done faster. Intelligent document recognition will automatically complete your most used documents, and two-way data flow



reduces errors and virtually eliminates manual data entry. DocuSign automatically updates Salesforce with the latest customer information so your records are always up-to-date.

- **Reduce costs:** DocuSign eliminates printing, faxing, scanning and overnighting agreements – as well as the rekeying of data back into Salesforce – so sales reps can spend more time selling rather than chasing paper.
- **Delight customers:** With DocuSign, customers can sign agreements whenever, wherever convenient.

"DocuSign has emerged as the clear leader for one of the most strategic and potentially one of the largest categories in the cloud today – Digital Transaction Management," said Sam Shank, CEO, HotelTonight.

"Speed and ease of use are essential for HotelTonight – DocuSign was the perfect partner to bring both to how we work with hotels around the world. DocuSign for Salesforce gives us the ability to keep our contracts and the contracting process simple while allowing our hoteliers to sign agreements from anywhere in the world, on any device – quickly, easily and securely." For more on how HotelTonight is accelerating its business with DocuSign, watch the video: <https://www.youtube.com/watch?v=rQUKp8nQAeQ>.

DocuSign helps more than 250,000 companies and 100 million users complete nearly one million digital transactions a day across 188 countries. Organizations who use DocuSign achieve faster speed to results, lower cost, increased security and compliance, and better customer experiences. On average, 84% of transactions are completed via DocuSign in less than one day; 62% in less than one hour; and 51% in 15 minutes or less – dramatically faster than the days or weeks typically required with paper. On average, DocuSign delivers \$36.44 in value per document to customers – including hard dollar savings, productivity improvements and revenue gains – over paper methods.

"DocuSign and Salesforce are mutual customers and we're proud to have Salesforce as a great partner and our first strategic investor," said Neil Hudspith, president of worldwide field operations at DocuSign.

Some of the thousands of DocuSign for Salesforce customers include 3M Company, Air Canada, Allergan, Amazon.com Inc., American Solar Direct, Amgen, Angie's List, Arxxus Technology Partners, AustCorp, Austral Mercantile Collections, BigAir Group Limited, Boingo Wireless, Boston West, Cablevision Media Sales Corporation, CAPITAL E Marketing and Events, CDK Global, CenterPoint Energy Services Inc., CenturyLink, CGU Insurance Limited, Chem-Dry Australia, CohenHandler, Comcast Business Services, Coupa Software, Datarati, Demandbase, Dental Corporation, Domo, Drupal Association, Duckhorn Wine Company, eBay, Ecolab Inc., Egnyte, Inc., Encompass, Eventbrite, Exel Inc., Extra Space Storage, Fairfax Media, Fleetcare, Frontier Communications Corporation, Glassdoor, Hootsuite Media, HotelTonight, Inc. Magazine, Influitive, Ingram Micro, Intercontinental Hotels Group, Jitterbit, Inc., Jobvite, Kelly Services, Kryptiq Corporation, LinkedIn, McKesson, Medtronic, Misys, MG Logistics, Monroe Community College Foundation Inc., NETGEAR, Northeastern University, Online Media Holdings, OpenTable, Optus Australia, Orbitz Worldwide, PACCAR Inc., Peak Travel Group, Penske Truck Leasing, Pilot Flying, Quest Diagnostics, Recruiting.com, RE/MAX, rent4keeps, Revelian, Revel Systems, Rocket Fuel, Ryder Supply Chain

Solutions, SalesiTV, SCANA Corporation, Sears Home Services, Shazam, Shutterstock, SiriusDecisions, Snowflake Computing, Sony Latin America, Square Peg, Sprint, St. Jude Medical, Sungard Availability Services, Talentforce, TalentWise, TEKsystems, Telus Corporation, The Valspar Corporation, Thomson Reuters, Transpacific Industries Group Ltd., Unified Grocers Inc., Vocus Communications, West Wisconsin Telecom, Windstream Communications, Winter Halter, Wrike, Yamaha, Zenefits Insurance Services, and ZipRealty. For more on customers are using DocuSign for Salesforce, watch the video: <https://www.youtube.com/watch?v=al8Mo8L10pQ>.

Today's announcement follows news of DocuSign being named **#3 on the Forbes Cloud 100** and awarded **Best Enterprise API by API World**. At Dreamforce 2016, DocuSign will showcase its DTM platform featuring eSignature integration with Salesforce. Companies interested in learning more about DocuSign for Salesforce should visit DocuSign at Dreamforce 2016 in Booth 1833 in Moscone South, Booth 19 in the Developer Forest and in the SMB Lodge, attend one of the many sessions featuring DocuSign.

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DocuSign, Inc.

About DocuSign, Inc.

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