



NEWS RELEASE

## DocuSign to Make eMortgage a Reality with New Platform Enhancements

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BOSTON, Oct. 25, 2016 /PRNewswire/ -- At the annual Mortgage Bankers Association (MBA) conference and expo here today, DocuSign – the global **eSignature** and **Digital Transaction Management (DTM)** leader – announced a series of expanded features that will allow lenders and title companies to complete a mortgage 100% digitally.

Known as eMortgage, the new service will empower lenders and their clients to electronically-sign the mortgage paperwork associated with the more than 12 million real estate documents and 2.5 million real estate transactions already DocuSigned every year.

The news marks an expansion of DocuSign's 'lead to close' strategy for the real estate industry, **first announced** by the company's Chairman and CEO Keith Krach in July this year. The strategy entailed DocuSign making its biggest investment in the real estate industry to date.

"DocuSign's vision is to make the home buying process fully digital, from lead to close. DocuSign has transformed several aspects of home buying, but enabling a seamless, digital mortgage remained a paper-burdened experience for home buyers and sellers. Today's expanded investments in eNotary demonstrate our commitment to making a completely paperless eMortgage reality," explained Georg Gerstenfeld, general manager: Global Real Estate Solutions, DocuSign.

"This is against the backdrop of the real estate industry's widespread adoption of DocuSign, and is helping to add more than 130,000 new users to the DocuSign Global Trust Network every day. eMortgage is a natural next step to simplifying the end-to-end experience."

Today's announcement centers around two key areas:

- **eNotary** – this enhancement ensures that in-person eNotarizations can now be performed via DocuSign in Florida and Washington (in addition to North Carolina, which has been available since 2014). It is also expected that more than ten other states could be added before the end of the year. With eNotary, there is no need to print, scan or mail closing documents – all actions can be performed within the DocuSign platform, including applying a seal and exporting a notary log.
- **Fannie Mae** – reflecting the potential for the DocuSign platform to help speed the adoption of the broader eMortgage process, the company (with eOriginal as a partner) is seeking certification as an official Fannie Mae eMortgage Technology Service Provider – a certification that only a handful of technology organizations have been granted by the mortgage lender. Certification is expected by the end of year.

Several of DocuSign's partners and customers have thrown their weight behind today's announcement – including Fannie Mae and Accenture Mortgage Cadence.

"Fannie Mae is pleased that DocuSign is undergoing technical compliance testing with us for delivery of eMortgage loans, and is seeking approval to join our eMortgage Technology Service Provider listing," said Cindy McKissock, Vice President of Customer Digital Experience, Fannie Mae. "Supporting our customers' transition to digital closings is a priority for us – and we expect DocuSign's platform to help remove barriers and obstacles to the adoption of eNotes, thereby increasing usage across the industry."

For its part, Mortgage Cadence, an Accenture Company – an existing DocuSign partner – is excited about this focus on eMortgages.

"Mortgage Cadence is committed to making digital mortgages a reality. Combined with DocuSign's digital mortgage strategy, these additional enhancements align well with our own vision to provide the last lending solution our customers will ever need," said Jim Rosen, Document Center Product Manager at Mortgage Cadence.

"Today, lenders and title companies tend to rely on paper or hybrid processes to complete loans," explained DocuSign's Chief Product Officer, Ron Hirson. "We are supporting our Real Estate customers for today's launch by delivering new eNotary and eNote features to our DTM platform – that helps more organizations move to a paperless process that is fully auditable, less prone to errors, and results in faster closings."

The enhanced features are being shown this week at the MBA conference and expo are slated to come to market towards the end of the year. For more information, visit [www.docusign.com](http://www.docusign.com).

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