



NEWS RELEASE

# Dun & Bradstreet and DocuSign Partner to Provide Pre-Contract Due Diligence Solution to Salesforce Community

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SHORT HILLS, N.J. and SAN FRANCISCO, C.A. – September 16, 2015 – **Dun & Bradstreet** (NYSE: DNB) and DocuSign, Inc. (DocuSign®) today announced a strategic partnership that introduces a pre-contract due diligence solution to the Salesforce AppExchange. The newly-enhanced DocuSign for Salesforce app puts Dun & Bradstreet credit risk insight and compliance tools into the hands of business users needing quick, accurate and substantive commercial intelligence.

Now every user of DocuSign for Salesforce, a leading Digital Transaction Management (DTM) platform and eSignature app on the AppExchange, will have access to Dun & Bradstreet's industry standard risk insights. The app enables companies to check, flag and monitor potential financial and compliance risks across the organization so they can proactively manage their total risk exposure. With Dun & Bradstreet data directly integrated within the DocuSign DTM platform, users can implement a level of compliance without requiring additional headcount or disrupting standard business workflows, increasing a company's compliance coverage while effectively leveraging existing resources.

"We're excited to partner with DocuSign as the global standard for Digital Transaction Management to help businesses make timely and better-informed decisions about whether or not they should proceed with a deal," said Mike Sabin, General Manager, Alliances & Partnerships, Dun & Bradstreet. "With business moving faster than ever, even amidst increasing regulatory scrutiny, this new fully digital solution is a first line of defense in risk management."

"We're pleased to have Dun & Bradstreet as part of The DocuSign Global Trust Network," said Reggie Davis, General

Counsel, DocuSign. “Solutions like our new joint pre-contract due diligence app built on DocuSign’s award-winning API bring the value of Digital Transaction Management to more departments across the enterprise, helping further serve as a catalyst to all the benefits of the fully digital business.”

The first iteration of integrated DocuSign and Dun & Bradstreet functionality will be available during the fourth quarter of 2015 in North America and embedded inside the DocuSign for Salesforce connector on the Salesforce AppExchange.

#### About DocuSign

DocuSign® is The Global Standard for Digital Transaction Management®. DocuSign helps more than 100,000 companies across nearly every industry and department make their digital transformation by putting an end to the paper chase. More than 50 million people in 188 countries turn to DocuSign to manage their most important transactions—digitally. DocuSign's DTM platform supports legally compliant signature processes tailored to meet requirements globally with localization in 43 languages. Every day more than 50,000 new users join The DocuSign Global Trust Network to increase speed to results, reduce costs, enhance security and compliance, and delight clients with a secure digital experience. For more information, visit [www.docusign.com](http://www.docusign.com) or call 877.720.2040.

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#### About Dun & Bradstreet

Dun & Bradstreet (NYSE: DNB) grows the most valuable relationships in business. By uncovering truth and meaning from data, we connect customers with the prospects, suppliers, clients and partners that matter most, and have since 1841. Nearly ninety percent of the Fortune 500, and companies of every size around the world, rely on our data, insights and analytics.

For more about Dun & Bradstreet, visit [DNB.com](http://DNB.com). Twitter: @DnBUS

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