



NEWS RELEASE

## Enterprises Go 100% Digital with DocuSign on iOS Devices to Deliver Great Customer Experiences

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SAN FRANCISCO, Jan. 5, 2016 /PRNewswire/ -- DocuSign, Inc. (DocuSign®) today showcased how it's helping companies of all sizes and industries delight customers by transacting business 100% digitally. As part of its mobility partnership with Apple, DocuSign helps customers deploy its Digital Transaction Management (DTM) platform and eSignature solution on iOS devices to empower customers, partners, suppliers and staff to make every decision, approval, contract and workflow fully digital. The result is faster, easier, more convenient and trusted transaction experiences for everyone.

DocuSign helps enterprise teams – including retail, field sales, support and operations staff – improve productivity, boost security and compliance, and delight customers by automating manual processes. DocuSign eliminates the hassles, costs and lack of security in printing, faxing, scanning and overnighting paper documents to transact business 100% digitally with trust and confidence.

"With more than 65% of our corporate and enterprise customers operating on iOS, the success that our customers are achieving with DocuSign on Apple devices formed the foundation for our deeper relationship with Apple as a customer and DocuSign as one of Apple's first mobility partners," said Gordon Payne, COO, DocuSign.

"Organizations large and small – like Comcast Business, Tishman Construction, Butte County District Attorney's Office, Nevada Department of Transportation and GoodLife Realty – are differentiating themselves by going fully digital with DocuSign and Apple to deliver great customer experiences."

Comcast Business field sales teams are equipped with DocuSign on iPads to serve customers faster and more efficiently. "Customer experience is our top priority at Comcast," said Terry Connell, SVP of Sales and Sales Operations at Comcast Business. "With DocuSign on iPads, our field sales teams are closing deals on the

spot – cutting sales cycles in half and putting our services in customers' hands faster, so they can get to work and focus on growing their business." View DocuSign's video with Comcast: [www.youtube.com/watch?v=JGYuCRYFzew](http://www.youtube.com/watch?v=JGYuCRYFzew).

Tishman Construction, an AECOM Company engaged in the construction of landmark projects including the World Trade Center and Hudson Yards, speeds signoffs on coordination documents with DocuSign on iOS devices. "Prior to construction, each of Tishman's projects is reviewed in our Building Information Model (BIM) tool and signed off on by up to 35 different subcontractors," said Michael Lorenzo, Director of Emerging Technologies, Tishman Construction. "Being able to use DocuSign on iPads saves us time and stress by automating our signing workflow while creating a great experience for our subcontractors who can sign off on paperwork from anywhere at their convenience."

The Butte County District Attorney's Office is using DocuSign on iOS devices to process search warrants significantly faster. "By implementing DocuSign into our workflow and equipping judges in the county with iPads, we've seen a significant improvement in the time needed to turnaround warrants," said Albert Tong, Information Systems Analyst, Butte County. "Today, officers can get a warrant signed via mobile device in just minutes." View DocuSign's video with Butte County: <https://www.youtube.com/watch?v=NwmS0oCAqNY>

Managing more than 1,800 agency employees and an annual budget of \$1.25B, Nevada Department of Transportation (NDOT) is using DocuSign on iPads to streamline work in the field. "We've seen the biggest win with DocuSign's mobile application," explained Teresa Schlaffer, Business Process Analyst, Nevada DOT. "Directors can be out of the office for several weeks at a time. Paperwork used to sit in the office waiting for a signature. Now we can DocuSign on our iPads on the spot while in the field to keep business moving forward."

At Austin-based real estate brokerage GoodLife Realty, all agents conduct business and manage contracts with DocuSign on their iPhones and iPads. "The convenience of signing real estate documents electronically helps us deliver unparalleled customer experiences," said Kristina Wise, CEO, GoodLife Realty. "During face-to-face appointments, the customers sign in person on iPads. Our clients are ecstatic about how simple it is to use DocuSign to buy or sell a home."

Individuals and businesses interested in getting DocuSign today may visit the **App Store**. To learn more about DocuSign, please visit [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 trust and 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, industries and geographies are accelerating contracts, approvals and workflows with DocuSign's eSignature software and Digital Transaction Management (DTM) platform. 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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