



NEWS RELEASE

MEDIA ALERT

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Let's Get the #FaxOutOfFootball:

NCAA's National Football Signing Day Still Relies On Outdated Office Technology

HIGHLIGHTS:

- National Signing Day, usually the first Wednesday of February, is the first day that a high school senior can sign a binding National Letter of Intent (NLI) for college football with a member school of the NCAA.
- In 2014 there were more than 42,000 student athlete signings – most completed via outdated technology like the fax – one of the approved methods of transmitting NLIs available under NCAA rules.
- There's a better way. DocuSign Digital Transaction Management and eSignature solution eliminate the hassles, costs and lack of security in printing, faxing, scanning and overnighting documents, like NLIs, to transact business.

SAN FRANCISCO—February 4, 2015— National Signing Day, usually the first Wednesday of February, is the first day that high school seniors can sign a binding National Letter of Intent (NLI) for college football with a school that is a member of the U.S. National Collegiate Athletic Association (NCAA). In 2014 there were 42,026 student athlete signings. Although NCAA rules allow for use of postal mail, courier, and electronic transmission to complete Letters of Intent, nearly all students opt for the fax. In the digital age of e-mail, texts and Tweets, it's a mystery why students and colleges haven't moved on to more modern methods available.

DocuSign's Digital Transaction Management (DTM) platform and industry-leading eSignature solution eliminate the hassles, costs and lack of security in printing, faxing, scanning and overnighting documents, like NLIs, to transact business. DocuSign empowers anyone – including students and college staff – to transact anything, anytime, anywhere, on any device. Securely.

This year, on February 4, 2015, join in the conversation to encourage collegiate sports and student athletes to get the **#FaxOutOfFootball**.

Examples of athletes missing deadlines due to the use of outdated technology like the fax abound, including linebacker **Elvis Dumervil and his agent who missed the signing deadline** in March 2013 due to a fax machine. In addition, Bleacher Report published an article last year regarding the archaic process of faxing your NLI titled: **"An Ode to the Fax Machine, National Signing Day's Oldest Recruit."**

DocuSign, Inc. has provided comment below from its resident college football fanatic and Chief Revenue Officer, Neil Hudspith:

"With so much at stake for recruits and teams alike, the continued use of fax machines needs to finally be put to rest. Electronic signatures have already been adopted by the **NFL Player's Association** to provide their members with modern day tools that enable speed and agility in business just like on the field. As college athletic departments struggle to handle the administration involved in signing and recruiting players, technology like DocuSign will prove invaluable.

"There is definite excitement for fans in hearing that a star recruit has signed to their alma mater at the last minute. But excitement can quickly turn to anger when they hear a deal has fallen through because the right paperwork was not signed off properly.

Let's get the fax out of football and eliminate the paper chase off the field so players and fans can focus on chasing the championship on the field."

For further information on this subject or to arrange an interview with DocuSign's Neil Hudspith, please contact:

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About DocuSign, Inc. 

DocuSign® is The Global Standard for Digital Transaction Management®. Global enterprises, business departments, individual professionals, and consumers have standardized on DocuSign, with more than 50,000 new users joining the DocuSign Global Network every day. Today, that network includes more than 50 million users in

188 countries. DocuSign's DTM platform supports legally compliant electronic and digital signature processes tailored to meet requirements globally with localization in 43 languages. Companies and individuals DocuSign to accelerate transaction times to increase speed to results, reduce costs, increase security and compliance, and delight customers across nearly every industry – from financial services, insurance, technology, healthcare, manufacturing, communications, real estate, retail, and consumer goods to higher education, non-profit and others – as well as every business department, including sales, finance, operations, procurement, HR/staffing, legal, and customer support. For more information, visit www.docusign.com or call 877.720.2040. Visit the DocuSign blog at www.docusign.com/blog and follow DocuSign on Twitter, LinkedIn and Facebook.

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