



NEWS RELEASE

MKI and DocuSign Announce Japan Distributor Agreement for Digital Transaction Service

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TOKYO and SAN FRANCISCO, Sept. 6, 2016 /PRNewswire/ -- Mitsui Knowledge Industry Co., Ltd. (MKI) and DocuSign Inc. (DocuSign) announced a distributor agreement where MKI will resell DocuSign's **Digital Transaction Management**¹ (DTM) cloud service and **eSignature solution** in Japan. MKI joined the DocuSign Global Trust Network as an investor in 2014 and has used DocuSign within its own business since 2015.

While various business processes have been digitized in recent years, paper contracts and physical stamps continue to be used for many agreements and internal approval processes, adding unnecessary handling costs and delaying speed to results. As business globalizes and partners and customers demand faster responses, MKI is keenly aware of the need to revolutionize the way business documents are managed in Japan. MKI is partnering with DocuSign to digitize and streamline processes to accelerate the pace of business in Japan.

DocuSign empowers anyone to send, sign and manage agreements anytime, anywhere, on any device with trust and confidence. DocuSign is used by more than 250,000 companies and 100 million users in 188 countries. In October 2014, MKI made a strategic investment in DocuSign together with Mitsui & Co. (U.S.A.), Inc. Before this distributor agreement, MKI had been using DocuSign for its own internal processes on a trial basis.

In a one-year trial period beginning in July 2015, MKI fully digitized contracts and management approval requests in branch offices in Osaka, Fukuoka, and Okinawa. During the trial, processes, which had traditionally taken up to two days including delivery time, were reduced to an average of two hours, and in some cases as short as 10 minutes. MKI and DocuSign are promoting the digitization of corporate agreements and the resulting efficiencies and cost reductions, leveraging the knowhow acquired during this trial. A number of companies are currently testing the service.

Looking ahead, MKI is targeting JPY 1 billion in sales over three years by contributing to the digitization of business processes through further sales partnerships with cloud-based Enterprise Content Management (ECM) service Box, the Sales/CRM application Salesforce Sales Cloud, and Enterprise Resource Planning (ERP) software SAP.

DocuSign continues to offer a broad spectrum of solutions for its business partners, including the DocuSign Administrator Certification Course, leveraging its expertise in supporting DocuSign's adoption across a range of sectors including finance, insurance, communications, and government.

Commenting on the agreement with DocuSign, MKI President and CEO Masaki Saito said, "Our trial implementation of DocuSign enabled us to complete an unprecedented 300 approval processes per person per month and firmly established the service as a critical part of our business. We look forward to contributing to the improved efficiency of Japanese companies through this distributor agreement with DocuSign as the global standard for Digital Transaction Management and eSignature."

DocuSign Japan President Hayato Koeda said, "MKI is one of Japan's leading providers of cloud services. We are delighted that they have experienced the benefits of Digital Transaction Management within their own business, and are honored to welcome them as a DocuSign distribution partner in Japan. We firmly believe that MKI's strength in systems integration and cloud deployments will bring about a digital transformation in Japanese business."

For more information on DocuSign, please visit www.docusign.com or www.docusign.jp.

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About MKI

Mitsui Knowledge Industry Co., Ltd. is a subsidiary of Mitsui & Co., Ltd. specialized in providing services and products related to ICT (Information and Communication Technology). Partnering with various global ICT vendors and supporting more than 1,500 companies, MKI offers best-in-class solutions to customers.

About DocuSign Japan

DocuSign® is changing how business gets done by empowering anyone to send, sign and manage agreements anytime, anywhere, on any device with trust and confidence. DocuSign and Go to keep life and business moving forward. For more information, please visit DocuSign Japan's website, <https://www.docusign.jp/>

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¹ Digital Transaction Management (DTM) is a category of cloud services that enables companies to manage their document-based transactions digitally, allowing for faster, easier, more secure processes. DTM solutions help consumers and businesses complete transactions faster by automating manual, paper-based workflows for capturing information, payments, and signatures, thus eliminating the hassles, costs, and lack of security in printing, faxing, scanning, and overnighting paper documents. Organizations who have implemented DTM solutions report substantial ROI, improved security and compliance, and increased satisfaction and loyalty through better end user experiences.

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