



NEWS RELEASE

# OpenTrust Joins DocuSign Global Trust Network

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DocuSign Has Entered Definitive Agreement to Acquire TDT Division of French Market Leader OpenTrust

PARIS, FRANCE AND SAN FRANCISCO, USA – September 8, 2015 – DocuSign, Inc. (DocuSign®) has entered into a definitive agreement to acquire OpenTrust’s Trusted Documents and Transactions (TDT) Division. The agreement builds on a multi-year partnership and brings together OpenTrust’s best-in-class digital signature and certificate solutions with DocuSign’s industry leading Digital Transaction Management (DTM) platform. The acquisition will further empower customers to transact business with trust and confidence anywhere in the world to further fuel DocuSign’s worldwide growth and the rapid expansion of The DocuSign Global Trust Network. The acquisition is subject to customary closing conditions and approvals and is expected to close in the fourth quarter of 2015.

“With more than 100,000 customers and more than 50 million users in 188 countries, DocuSign has become the global standard for Digital Transaction Management and the verb around the world for getting business done quickly, easily and securely – 100% digitally,” said Pascal Colin, CEO, OpenTrust. “The combination of DocuSign and OpenTrust will bring the value of the fully digital business to more organizations by empowering anyone to transact anytime, anywhere, on any device. Securely.”

“DocuSign and OpenTrust have been great partners for several years,” said Keith Krach, DocuSign Chairman and CEO. “As the market leader in France, OpenTrust offers a high performance team, strong customer focus, world class EU-accredited technology, and deep market expertise. We’re delighted to have OpenTrust’s customers, partners and employees join The DocuSign Global Trust Network.”

OpenTrust customers include AMF, Banque Populaire, BNP Paribas, Boursorama Banque, Bridgestone, CNP Assurances, Crédit Agricole, Crédit Mutuel, Cybits AG, EDF, GDF Suez, HSBC, KEOLIS, La Banque Postale, La



Française des Jeux (FDJ), Lagardere Ressources, MACSF Assurances, Renault, RCI Banque, Sage, Sanofi Aventis, Société Générale, Swiss Life, Thales and many others.

OpenTrust partners include AEBS, Arismore, Caisse des Depots Arkhineo, CDC fast, e-closing, Equisign, Gemalto, Gercop, HID, Imprimerie Nationale Continu & Services, InfoCert, LegalLife, Netheos, Novapost (ex-PeopleDoc), Oracle, Primobox, QuickSign, RECROnet, SafeNet, Safran-Morpho, Salesforce, Seiitra, Slimpay, SSL Europa, Thales and many others.

The terms of the deal were not disclosed. Individuals interested in learning more about the companies may visit [www.docusign.com](http://www.docusign.com) or [www.opentrust.com](http://www.opentrust.com).

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About OpenTrust

OpenTrust is a leading provider of trusted identity-based solutions for protecting credentials, data and transactions, and an internationally recognized Certification Authority. OpenTrust's two major product lines are available as a cloud service or under a software license:

- Trusted Identities, featuring strong authentication and certificate lifecycle management for any type of media or device (PC, smartphone, tablet, badge, token)
- Trusted Documents & Transactions, featuring digital signatures, confidentiality and proof management.

OpenTrust operates in Europe, the Middle East and the USA through a network of local resellers.

About DocuSign, Inc. 

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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