



NEWS RELEASE

SAFE-BioPharma Association Gives DocuSign DTM 'Clean Bill of Health'

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DocuSign Digital Transaction Management Platform: First DTM & eSignature Solution Certified Compliant with SAFE-BioPharma

DocuSign Compliant with US D.E.A. and New Regulations Effective June 2015 from European Medicines Agency

SAN FRANCISCO—March 18, 2015—SAFE-BioPharma Association, the global industry standard for digital trust, announced that DocuSign, Inc.'s (DocuSign®) Digital Transaction Management (DTM) platform with industry-leading eSignature solution is the first-of-its-kind to be certified as compliant with the international SAFE-BioPharma® digital identity and signature standard. This latest certification further positions DocuSign as The Global Standard for Digital Transaction Management® with deeper support for organizations transacting business in the biopharmaceutical, life sciences, and healthcare industries.

"DocuSign helps organizations of all sizes automate manual, paper-based document processes to increase efficiencies, reduce costs, maintain compliance, and improve patient outcomes," said Ellen Reilly, Vice President of Healthcare and Life Sciences at DocuSign. "Our certified compliance with SAFE-BioPharma will help our customers reduce the time and costs associated with regulatory submissions and approvals to bring new treatments to market faster."

DocuSign's DTM solution facilitates the secure signing of any electronic document, eliminating the need for paper to transact business. The DocuSign for SAFE-BioPharma solution helps organizations optimize clinical productivity with all-digital processes to streamline regulatory submissions, clinical trial documentation, diagnostic and toxicology reports, electronic lab notebooks, and other research documents. On average, pharmaceutical companies using

DocuSign realize savings of \$39 per document and reduce turnaround time by 95% to bring breakthrough therapies to market sooner.

“DocuSign is the first Digital Transaction Management platform and eSignature solution certified compliant by SAFE-BioPharma,” said Mollie Shields-Uehling, President and CEO of SAFE-BioPharma. “With SAFE-BioPharma certification, DocuSign is leading the industry with secure, all digital solutions that help healthcare, life sciences and biopharma companies transact business quickly, easily and securely – 100% digitally.”

The SAFE-BioPharma standard was developed by the pharmaceutical industry with input from the Food and Drug Administration and the European Medicines Agency. SAFE-BioPharma is the pharmaceutical industry's only international standard for managing digital identities and applying digital signatures to electronic documents. The standard blends technology, rules and legal agreements to establish common ways of managing digital identity credentials and applying unique digital signatures to documents. Supported or used by more than 65 organizations worldwide, SAFE-BioPharma complies with all relevant pharmaceutical industry regulations to create a trust network for digital identity credentials.

The US Drug Enforcement Agency requires digital signatures for ePrescriptions for controlled substances, and effective June 2015, the European Medicines Agency will require digital signatures on all regulatory electronic submissions. DocuSign is the first DTM platform and eSignature solution certified compliant with SAFE-BioPharma to meet these requirements today.

Leading pharmaceutical companies and medical device manufacturers like Allergan, AstraZeneca, Bayer, Boston Scientific, Medtronic, Thermo Fisher Scientific and many others use DocuSign to automate inefficient, paper-based workflows into fully digital processes.

To see how DocuSign helps life sciences organizations go 100% digital, watch: <https://www.youtube.com/watch?v=IQFGWuQXSWc>; for healthcare organizations, watch: <https://www.youtube.com/watch?v=CLUO8Zo2kFk>.

Individuals and organizations interested in learning more about the SAFE-BioPharma standard may visit <http://www.safe-biopharma.org>. Those interested in learning more about DocuSign may visit www.docusign.com.

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About SAFE-BioPharma

For more information about the SAFE-BioPharma standard for digital identity and digital signatures, visit

<http://www.safe-biopharma.org> SAFE-BioPharma® is a trademark of SAFE-BioPharma Association. Any use of this trademark requires approval from SAFE-BioPharma Association.

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 or call 877.720.2040.

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