



NEWS RELEASE

TinderBox Joins The DocuSign Global Trust Network as Reseller Partner

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DocuSign for TinderBox Empowers Enterprise Sales Teams to Close Business Faster, Securely Online

HIGHLIGHTS

- DocuSign for TinderBox enhances sales productivity by helping sales teams close more deals faster online
- TinderBox will sell the DocuSign for TinderBox solution to their customers as a DocuSign reseller partner
- DocuSign for TinderBox creates a better overall customer experience with a 100% digital solution

SAN FRANCISCO, DOCUSIGN MOMENTUM '15—March 11, 2015—DocuSign, Inc. (DocuSign®) and TinderBox today jointly announced a strategic partnership to deliver an integrated solution that unites DocuSign's enhanced Digital Transaction Management (DTM) capabilities with TinderBox's proven strength in creating, delivering and tracking online sales proposals and contracts.

TinderBox will bring DocuSign's DTM platform to their customers as a reseller of the integrated DocuSign for TinderBox solution, and the companies will market the product globally. The integrated solution will enable enterprise sales teams to create, deliver, track and electronically sign online sales proposals and contracts from any device, anywhere.

DocuSign's partnership with TinderBox further accelerates the company's worldwide expansion and broadens The DocuSign Global Trust Network.

QUOTES

- “DocuSign defined the Digital Transaction Management category by empowering companies to close deals online,” said TinderBox’s CEO and Co-Founder Dustin Sapp. “By expanding our partnership, we will together define the next generation of sales productivity and enable sales teams around the world to sell smarter and close deals faster by bringing their sales proposals and contracts entirely online.”
- “We’re pleased to have TinderBox standardize on DocuSign for DTM and join The DocuSign Global Trust Network as a reseller partner,” said DocuSign Chief Revenue Officer Neil Hudspith. “Our integrated solution with TinderBox is another great example of bringing together two best-of-breed platforms to offer immediate value for businesses who operate 100% digitally.”

With the combined solution from DocuSign and TinderBox customers can:

- Close deals faster – Create, deliver, track and electronically sign online sales proposals and contracts anytime, anywhere and on any device. Securely.
- Improve sales productivity – Enable sales teams to focus on selling instead of creating documents and chasing paperwork; optimize follow up with real-time insights into who is opening and viewing proposals and contracts.
- Automate document creation and processing – Integrate with existing business systems to personalize proposals and contracts and automatically update information to eliminate manual rekeying of data and associated errors.
- Reduce costs – Eliminate printing, faxing, scanning and overnighting documents to complete transactions.

Sales organizations interested in learning how DocuSign and TinderBox work together may find more information at www.docusign.com/partners.

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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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About TinderBox

TinderBox transforms how companies sell with a cloud-based sales productivity suite that powers personalized sales presentations, proposals and contracts. Through automation, analytics and seamless integration with CRM, e-signature and other enterprise applications, TinderBox makes it easy for sales teams to sell smarter and close deals faster from any device, anywhere entirely online. Visit www.GetTinderBox.com and follow @GetTinderBox for more information.

