



NEWS RELEASE

# Vlocity and DocuSign Announce Global Partnership

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Vlocity to Embed DocuSign for Industry-Specific Cloud Apps; Joins DocuSign Global Trust Network as Customer, Partner

SAN FRANCISCO – Sept. 15, 2015 – Vlocity, Inc., the **Industry Cloud company**, today announced a global partnership with DocuSign, Inc. (DocuSign®), The Global Standard for Digital Transaction Management® (DTM), to bring a new class of security, ease-of-use, and device flexibility to customer relationship management (CRM) apps designed for specific industries. Vlocity will embed DocuSign's DTM technology into its industry-specific apps built on the Salesforce App Cloud for the public sector, healthcare insurance, insurance, and communications and media sectors.

The integration of DocuSign into Vlocity's Industry Cloud apps is expected to help companies operating in these specific sectors not only accelerate sales cycles, lower costs, and deliver a better customer experience, but do so with watertight security, data integrity, and trust. In addition, DocuSign and Vlocity together ensure users can transact anything, anytime, anywhere, over any mobile or desktop device.

"Vlocity and DocuSign share the view that technology should be leveraged to replace complex manual processes to drive efficiency, reduce costs, and improve customer satisfaction," said Vlocity CEO and founder, David Schmaier. "Embedding DocuSign into our Industry Cloud apps does just that—enabling our joint enterprise customers to serve their clients better, close deals faster, and attain stronger business results. And I am delighted that our partnership was initially born from Vlocity's own experience as a DocuSign customer."

"I'll echo David's enthusiasm, and it's always a great thing to see our customers experience the benefits of our solution to the extent they want to evolve into our partners," said DocuSign Chief Executive Officer, Keith Krach. "Vlocity is a leading Cloud company building the deepest, industry-specific apps on the Salesforce App Cloud, and

we are delighted that DocuSign will now be part of Vlocity's CRM solutions.”

“We needed a DTM solution that would help us rapidly scale without sacrificing security, and chose DocuSign as the trusted #1 DTM platform and #1 eSignature app in the Salesforce ecosystem,” added Rip Gerber, Vlocity Chief Marketing Officer & Head of Alliances. “Based on our experience, it quickly became evident that we wanted to deepen our relationship and standardize on DocuSign for our customer solutions.”

Under the partnership, Vlocity joins a host of other major players as part of the DocuSign Global Trust Network – more than 100,000 companies and over 50 million users in 188 countries.

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About DocuSign Inc.

DocuSign® is The Global Standard for Digital Transaction Management®. DocuSign is helping 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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About Vlocity, Inc.

Vlocity, the Industry Cloud company, empowers companies to deliver a unified and industry-specific customer experience. Vlocity Industry Cloud Apps are modern cloud and mobile software that embed industry-specific functionality, best practices, and business processes for customer-centric industries. Built in partnership with Salesforce, the world's #1 CRM company, Vlocity Industry Cloud Apps leverage the omni-channel capabilities of the Salesforce Customer Success Platform to enable companies to achieve faster business agility and time to value from the cloud.

Learn more at [www.vlocity.com](http://www.vlocity.com) and follow us at [@vlocityinc](https://twitter.com/vlocityinc).

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