

FOR SALES



DocuSign[®]



FOR Sales

DocuSign helps sales
get deals signed and booked faster

SAMPLE USE CASES

- ✓ Sales orders
- ✓ Customer account provisioning
- ✓ Special deal terms
- ✓ Partner agreements
- ✓ Referral agreements

KEY BENEFITS

- ✓ Close deals faster
- ✓ Increase revenue
- ✓ Reduce errors
- ✓ Delight customers
- ✓ Go mobile

"DocuSign...has noticeably accelerated our business, positioning our sales reps to close more deals faster with DocuSign."

salesforce.com

Learn more at docusign.com

DocuSign®

FOR HR



DocuSign[®]



FOR HR

DocuSign helps HR quickly hire,
on-board & manage paper-free

SAMPLE USE CASES

- ✓ New hire paperwork
- ✓ Candidate NDA
- ✓ Employee policy distribution
- ✓ Contractor agreements
- ✓ PTO management

KEY BENEFITS

- ✓ Hire & on-board faster
- ✓ Reduce errors
- ✓ Increase compliance
- ✓ Save time & hassle
- ✓ Delight employees & recruits

"Utilizing DocuSign...significantly reduces the time it takes us to administer new candidate application packages."

Alliance Staffing Solutions

Learn more at docusign.com

DocuSign[®]

FOR FINANCE



DocuSign[®]



FOR Finance

DocuSign helps
finance streamline processes

SAMPLE USE CASES

- ✓ Invoice processing
- ✓ Expense reporting
- ✓ Capitalization management
- ✓ Audit signoff
- ✓ Policy distribution & acknowledgement

KEY BENEFITS

- ✓ Speed up invoicing
- ✓ Improve days sales outstanding
- ✓ Gain real-time visibility
- ✓ Standardize processes
- ✓ Ensure compliance

"The introduction of DocuSign into our collections process significantly improved DSO."

LinkedIn

Learn more at docusign.com

DocuSign®

FOR IT/OPERATIONS



DocuSign[®]



FOR IT/Operations

DocuSign helps
IT/operations stay in compliance

SAMPLE USE CASES

- ✓ Asset tracking
- ✓ Change requests
- ✓ Requirements sign off
- ✓ Access management
- ✓ Production change authorization

KEY BENEFITS

- ✓ Improve control
- ✓ Speed processes
- ✓ Increase visibility
- ✓ Save time
- ✓ Go green

"DocuSign will not allow [signers] to finish their process without completing all the required signatures and initialing. So it totally eliminates the chance of human error."

National Bank of Kansas City

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DocuSign®

FOR LEGAL



DocuSign[®]



FOR Legal

DocuSign helps legal
securely move documents online

SAMPLE USE CASES

- ✓ Contracts
- ✓ Non disclosures
- ✓ Internal compliance
- ✓ Intellectual property licensing
- ✓ Outside board minutes

KEY BENEFITS

- ✓ Save time
- ✓ Keep control
- ✓ Delight clients
- ✓ Improve audit trails
- ✓ Eliminate mail & fax costs

"Previously, it took us an average of 14 days to complete a transaction by mail. Now, it takes us two days to complete the same transaction with DocuSign."

Amica Insurance

Learn more at docusign.com

DocuSign®

FOR MARKETING



DocuSign[®]



FOR Marketing

DocuSign helps
marketing launch programs faster

SAMPLE USE CASES

- ✓ Event registration
- ✓ Customer communication approvals
- ✓ Mass mailing or e-mail approvals
- ✓ Customer surveys

KEY BENEFITS

- ✓ Speed processes
- ✓ Increase visibility
- ✓ Improve accuracy
- ✓ Save time
- ✓ Get mobile

"I now have complete visibility. With a few clicks, I know who hasn't signed."

Yamaha

Learn more at docusign.com

DocuSign®

FOR FACILITIES



DocuSign[®]



FOR Facilities

DocuSign helps facilities
optimize property operations

SAMPLE USE CASES

- ✓ Front desk sign-in
- ✓ Work orders
- ✓ Lease agreements
- ✓ Move in/move out requests
- ✓ Parking permits

KEY BENEFITS

- ✓ Speed processes
- ✓ Increase visibility
- ✓ Reduce mail/fax costs
- ✓ Eliminate paper & go green
- ✓ Delight customers & employees

"DocuSign improves efficiency across our facilities. We plan to expand our use for even more value across the business."

Extra Space Storage

Learn more at docusign.com

DocuSign®

FOR SUPPORT



DocuSign[®]



FOR Support

DocuSign helps support
simplify the customer experience

SAMPLE USE CASES

- ✓ Account changes
- ✓ Service & work orders
- ✓ Terms change
- ✓ Self service requests
- ✓ Field service

KEY BENEFITS

- ✓ Eliminate paper
- ✓ Reduce mail & fax costs
- ✓ Speed processes
- ✓ Improve accuracy
- ✓ Delight customers

"DocuSign makes us heroes to our customers."

Cisco Systems

Learn more at docusign.com

DocuSign®

FOR PROCUREMENT



DocuSign[®]



FOR Procurement

DocuSign helps procurement more efficiently manage suppliers

SAMPLE USE CASES

- ✓ Purchase order
- ✓ Statement of work
- ✓ Master service agreement
- ✓ RFP sign off
- ✓ Supplier compliance

KEY BENEFITS

- ✓ Accelerate procure-to-pay
- ✓ Reduce errors
- ✓ Eliminate paper & go green
- ✓ Delight suppliers
- ✓ Lower mail/fax costs

"The best part is documents could be signed in literally minutes versus months."

Yamaha

Learn more at docusign.com

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