

DOCU-MENTAL.



It's crazy how much paper businesses still use.

Yes, it's true. For years, business has been built on paper: from contracts and brochures to purchase orders and invoices. Even business cards have been handed out since the 1890s. But all that printing and sending and copying and filing forms has taken a heavy toll on natural resources. And still does. Every day.

DocuSign®

The lay of the land (of waste)

PEOPLE & PAPER

A 100-foot Douglas fir tree.

That's what the average American uses in paper per year.

17-20 reams of copy paper

An average tree produces some **8,000-10,000 sheets** of paper.



BUSINESS & PAPER



1 billion photocopies

are made each day.
(Source: Forrester Research)

4 trillion+ paper business documents in the US alone.



(Source: Coopers and Lybrand Study)

THE AVERAGE WORKER...

Uses about **50 sheets of paper** per day.



Consumes about **10,000 sheets or 100 pounds** of copy paper each year.

(Source: EPA)



And it's not just the trees.

It can take **13oz of water** to make one **single sheet of paper**. That's like a can of soda a page.



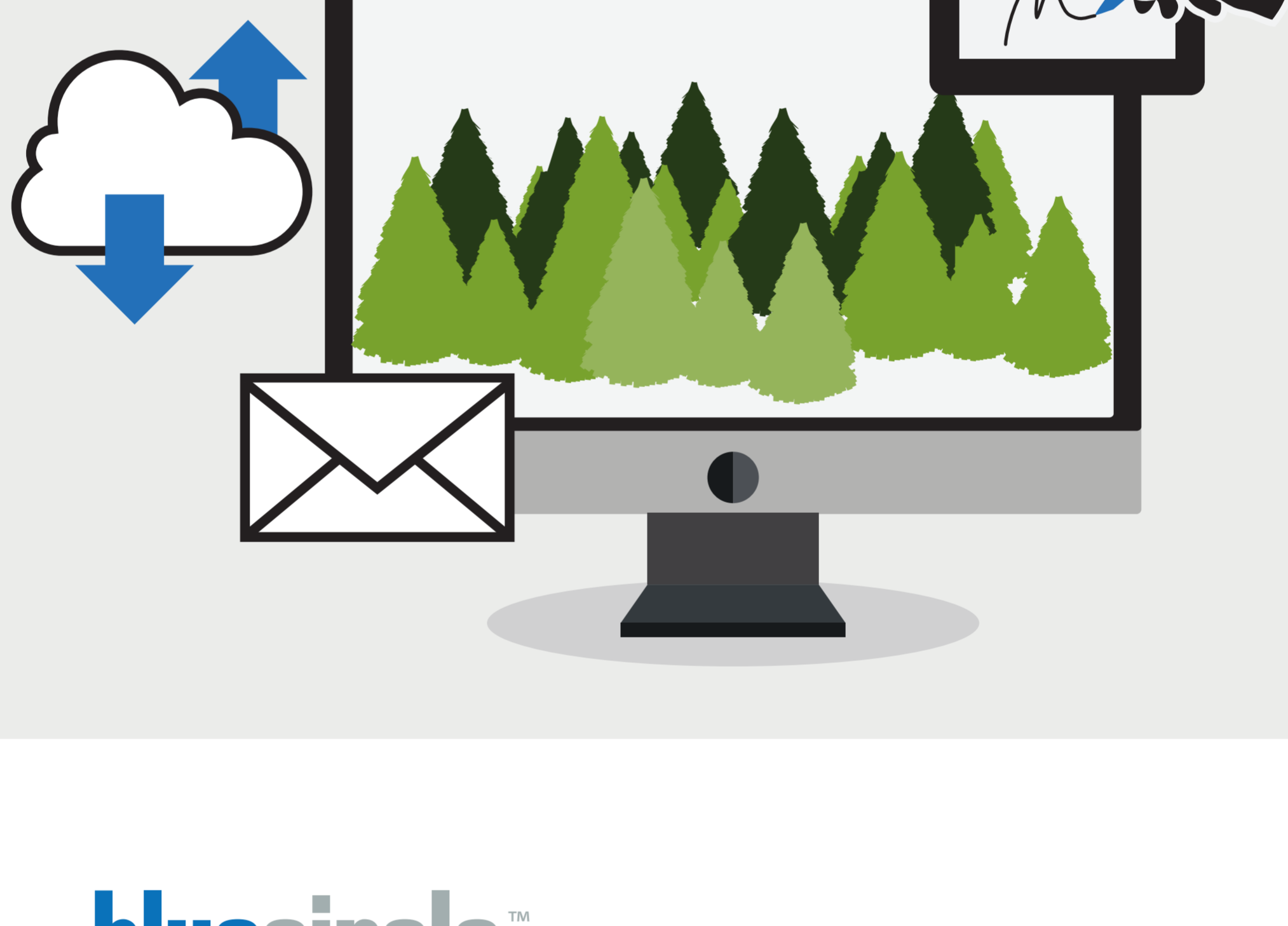
Why, oh why?

It's cumulative. Most business transactions don't just use a single piece of paper. Government and enterprise-level contracts often have **200-300 pages**, HR offer letters and onboarding packets average **15 multi-page documents each**, even purchasing something as simple as cable or phone service requires **dozens of sheets of paper**.



What can be done? Go digital!

So far, our customers have saved about **1 million square feet of forest** – more than **60,000 trees** – by replacing common paper-based processes with eSignature and digital transaction management (DTM).



bluecircle™

INSURANCE BROKERS

Reduced annual paper consumption by 60%.



CENTRIC DIGITAL

Saved up to **\$200K annually** by eliminating paper and equipment.



halfords

Eliminated paper, printing, & postage for more than 100,000 applications per year.

SAN DIEGO ZOO GLOBAL

Has saved more than 30,000 sheets of paper since launching in 2014.



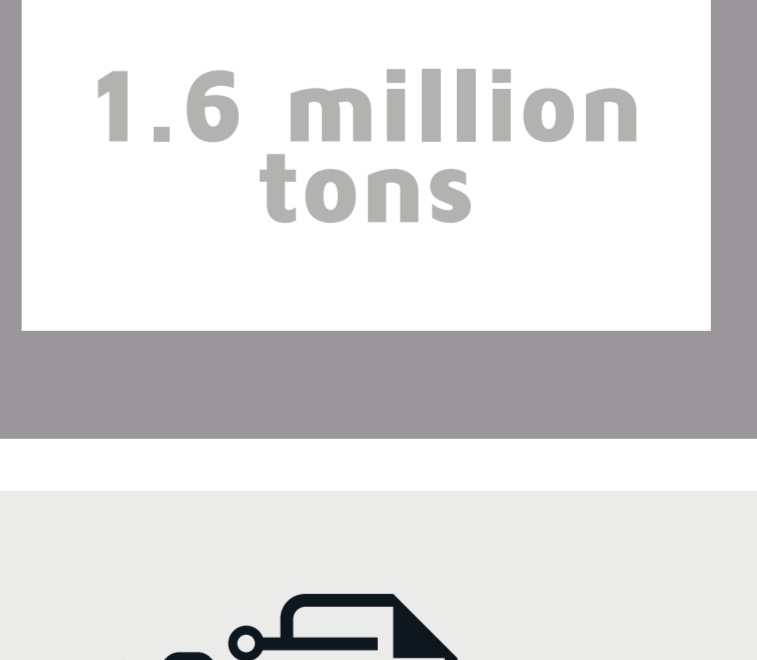
YAMAHA

Cut physical delivery costs by 53%.



What can you do?

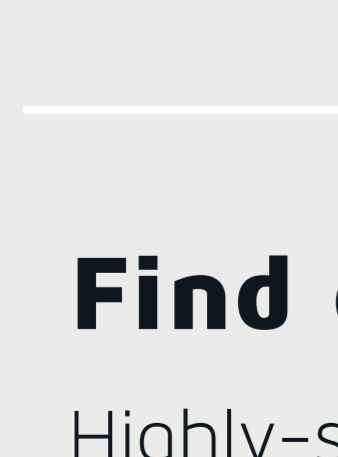
Reduce paper use by just **10% = 1.6 million tons** of carbon emissions.



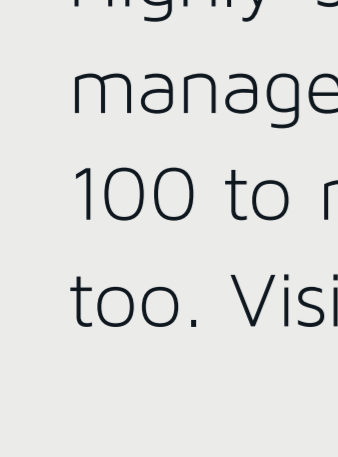
Educate and encourage your workforce on smart paper usage.



Start a "Think Before You Print" movement.



Challenge your team to manage projects from the start without paper.



And consider converting your paper-based processes over to digital transaction workflows. Every department has use cases that can save thousands of sheets of paper (not to mention time and money).

Find out more:

Highly-secure, easy-to-use eSignature and digital transaction management solutions are depended on by the FORTUNE 100 to mom-and-pop shops in every geography. You could, too. Visit www.docusign.com to get started.

DocuSign®

DocuSign® is changing how business gets done by empowering more than 100,000 companies and more than 50 million users in 188 countries to sign, send and manage documents anytime, anywhere, on any device with confidence. DocuSign replaces printing, faxing, scanning and overnighting documents with the easiest, fastest, most trusted way to make every approval and decision digital. Organizations of all sizes and industries are accelerating contracts, approvals and workflows with DocuSign's Digital Transaction Management (DTM) platform and eSignature solution. DocuSign keeps life and business moving forward.

For U.S. inquiries: toll free 866.219.4318 | docusign.com
For EMEA inquiries: phone +44 203 714 4800 | emea@docusign.com | docusign.co.uk
For APAC inquiries: phone +1 800 255 982 | docusign.com.au
For LATAM inquiries: phone +55 11 3330 1000 | docusign.com.br
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