

Going Digital with eSignatures

How to make it work for your business

eSignatures for your Sales group

17%
more deals

Companies deploying eSignature selling solutions close 17% more deals (34% vs. 29%) than non-adopters¹

30%
uplift

Some DocuSign customers have enjoyed a 30% uplift in close rates

\$60.31

On average, companies experience \$60.31 in incremental revenue per sales contract

Most common uses for Sales

- Sales order processing
- CRM optimisation
- Special deal terms
- Partner agreements
- In-person signing
- Customer account provisioning

Visit the [resource page](#) to find out more.

“It is important for us that we keep our promises and DocuSign can help to ensure that speed is guaranteed.”

Jeroen Dries
Enterprise Sales Manager
Talent Solutions Benelux at LinkedIn

Examples

DuPont

saved more than 500 work hours in less than 10 months and earned the title of “most productive tool” by area managers.

eRewards

reduced contracting process from 5 days to an average of 1 day.

CenturyLink

saved 1,700 selling hours per month.

eSignatures for your Human Resources

\$41.49 saved for every candidate offer letter with DocuSign²

“Using DocuSign, we’re putting Nevadans to work faster, making government more user-friendly, and increasing transparency and efficiency.”

Tessa Schlaffer
Business Process Analyst

Most common uses for HR

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

Visit the [resource page](#) to find out more.

Examples

Alliance Staffing Solutions

“We’ve seen 100% growth in applications.”

Kelly Services

is enjoying a 60% increase in work and 34% efficiency improvement.

Orsheln

“Solved the headache of getting employee documents completed and signed.”

eSignatures for your Procurement department

80% Reduce procurement form turnaround time by 80%

\$36 Save \$36 per document with DocuSign¹

Most common uses for Procurement

“The amount of improvement blew our socks off. DocuSign delivered far more dramatic results than we ever imagined.”

Gary Appenfelder
Director of Purchasing
MNPS

Purchase orders
Statement of work
Master service agreements
RFP sign off
Supplier compliance

Visit the [resource page](#) to find out more.

Examples

Aon Affinity

saved 200+ hours/year not having to re-key data and achieved 100% error free documents.

McKesson

reduced turnaround times from 4 days to less than 1 hour.

AssurX

reduced 3-5 day document turnaround to 1 day or less.

eSignatures for your Finance organisation

75% cost reduction

On average, DocuSign finance users enjoy 75% cost reduction per compensation adjustment.

99% NIGO reduction

99% NIGO reduction for invoice approvals, travel requests. (Intellicap finding)

Most common uses for Finance

Invoice processing

Expense reporting

Capitalisation management

Audit signoff

Policy distribution & acknowledgement

Visit the [resource page](#) to find out more.

“The introduction of DocuSign into our collections process significantly improved DSO contributing to access to over \$1M in additional working capital on an annualised basis.”

Brian Frank

Director of Global Enterprise Operations
LinkedIn

Examples

Magna Powertrain

Over 110 global purchasing employees are using DocuSign to complete signature transactions on the same business day.

Rowan-Cabarrus Community College

is enjoying over 80% improvement in approving invoices for payment, which makes their vendors very happy.

eSignatures for your Legal department

70% On average, DocuSign for Legal users enjoy 70% more efficient execution of NDAs and contracts.²

“The most beneficial, persuasive evidence we were able to present was the testimony surrounding DocuSign and the actual DocuSign documents.”

Mark Epstein
Plaintiffs' Attorney
Seiler Epstein Ziegler & Applegate LLP

Most common uses for Legal

- Contracts
- Non-disclosure
- Internal compliance
- Intellectual property licensing
- Outside board minutes

Visit the [resource page](#) to find out more.

Examples

Amica Insurance

“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.”

McDonalds Australia

See how McDonalds Australia general council saves time and paper.

Sources

- 1 Aberdeen Research - B2Community “Signed, Sealed, Delivered. Integrating eSignature in the B2B Sales Cycle.”
- 2 Intellicap Research, 2015

About DocuSign

DocuSign helps organisations connect and automate how they prepare, sign, act on and manage agreements. As part of the DocuSign Agreement Cloud™, DocuSign offers eSignature: the world's #1 way to sign electronically on practically any device, from almost anywhere, at any time. Today, more than 500,000 customers and hundreds of millions of users in over 180 countries use DocuSign to accelerate the process of doing business and to simplify people's lives.

DocuSign, Inc.

Level 8, 126 Phillip Street
Sydney NSW 2000
Australia

docusign.com.au

For more information

apac@docusign.com
+61 2 9392 1998
Toll-free (within Australia)
1800 255 982