Today’s presenter

Nils Ebert

Head of Customer Value Management Office
WHAT GOOD IS EARNING MONEY IF IT COSTS ME MY SOUL?

WELL, FOR ONE THING, IT'S THE ONLY WAY YOU CAN PAY YOUR RENT.

RENT? I OWN THIS HOUSE.

YOU REALLY SHOULD READ THE THINGS I ASK YOU TO DOCUSIGN.
DocuSign at a Glance

589K Customers
FY20 Q4

66 Net Promoter Score

$1.1B FY20 Billings

39% Revenue Growth
FY20 / FY19 Actuals

DOCU (Nasdaq)
Agenda

1. System of Agreement and Work from Home
2. Value and ROI
3. Poll & Demo
4. Getting started
5. Q&A
To launch a startup, your idea must respond to a personal need.*

DocuSign was founded in 2004 to eliminate paperwork.

* Daniel Marhely, founder of Deezer
Every company has a system of agreement, whether they know it or not.
It’s just not been built for the speed of today’s business (and likely not built for working from home)

Source: The State of Systems of Agreement 2019, Forrester Consulting, 800+ decision-makers surveyed

- **Prepare**
  - Maturity
  - Maturity
  - Maturity

- **Sign**
  - Maturity
  - Maturity

- **Act**
  - Maturity
  - Maturity

- **Manage**
  - Maturity
  - Maturity

- **59%** of Sales Managers say that contract preparation takes too long
- **73%** of employees say that human error impacts their contracting process
- **65%** say their current contracting processes cause delays in closing deals
- **40%** do not have confidence that contracts they eventually find are the right version

Forrester

Source: The State of Systems of Agreement 2019, Forrester Consulting, 800+ decision-makers surveyed
Agreements are everywhere across a business
The DocuSign Agreement Cloud can help
## DocuSign Agreement Cloud – SAP Perspective

### Workflow, APIs+SDKs, Administration, Intelligence

<table>
<thead>
<tr>
<th>Prepare</th>
<th>Sign</th>
<th>Act</th>
<th>Manage</th>
<th>Integrate</th>
<th>Industry</th>
</tr>
</thead>
<tbody>
<tr>
<td>SAP Ariba</td>
<td>SAP Signature Management</td>
<td>SAP C/4 HANA</td>
<td>SAP S/4 HANA</td>
<td>SAP</td>
<td>Signature Management for High Tech</td>
</tr>
<tr>
<td>SAP SuccessFactors</td>
<td>Add-on for Standards-Based Signatures</td>
<td>SAP S/4 HANA</td>
<td>OpenText xECM</td>
<td>Microsoft</td>
<td>Signature Management for Insurance</td>
</tr>
<tr>
<td>SAP FieldGlass</td>
<td>Add-on for Life Sciences Modules (CFR Part 11)</td>
<td>SAP ECC / CRM</td>
<td></td>
<td>Jaggaer</td>
<td>Signature Management for Real Estate</td>
</tr>
<tr>
<td>SAP CLM (on prem)</td>
<td>ID verification</td>
<td></td>
<td></td>
<td>Salesforce</td>
<td>Signature Management for Healthcare</td>
</tr>
<tr>
<td>SAP C/4 HANA</td>
<td>Add-on for Connectors</td>
<td></td>
<td></td>
<td>Box</td>
<td>Signature Management for Energy</td>
</tr>
<tr>
<td>SAP S/4 HANA</td>
<td></td>
<td></td>
<td></td>
<td>Hundreds more</td>
<td>Signature Management for Financial Services</td>
</tr>
<tr>
<td>SAP ECC / CRM</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>OpenText xECM</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Source: DocuSign benchmarking with hundreds of DTM customers. Conservative figures based on average product configuration.
Higher cost for a €1B revenue company with 1M agreements per year

Higher cost per non-digital agreement

Source: DocuSign benchmarking with hundreds of DTM customers. Conservative figures based on average product configuration.
DocuSign drives value by accelerating revenue, improving productivity, and reducing spend

Revenue gains: €17.4M

Productivity gains: €21.1M

Hard cost savings: €7.2M

Increase conversion rate: €8.3M
Compress signature cycle: €9.2M

Create: €3.1M, Distribute: €2.0M, Manage: €5.3M
Process: €6.4M
Archive: €4.2M

Printing: €1.7M, Distribution: €3.9M, Storage: €1.7M

Illustrative benefits not including compliance, security, and performance contracting impacts

Source: Benchmarking with hundreds of DocuSign customers. Various product configurations averaged.
DocuSign helps customers achieve their strategic objectives, particularly in operational efficiency.

**SPEED**
Accelerate business outcomes
- Time-to-value
- Sales cycle length
- Operational responsiveness
- Cashflow acceleration

**RISK**
Reduce operational and compliance risk
- Process visibility
- Operational uptime
- Data integrity
- Regulatory and contractual compliance

**COST**
Save time, money, errors, & waste
- Workforce productivity
- Direct costs
- Error and loss rate
- Water, energy, CO₂ and paper

**EXPERIENCE**
Improve the user experience
- Completion rate
- Conversion rate
- Retention rate
- Brand sentiment

¹FCA Bank Consolidated Financial Statements 2018
Why DocuSign?

Comprehensive
Most applications
More than a dozen applications span the entire agreement process

Most integrations
350+ prebuilt integrations with the systems where work gets done

Award-winning API
Over 1,000+ customer-built integrations

Innovative
Track record of “firsts”
eSignature pioneer, with 750+ product innovations delivered

World-class platform technologies
Leadership in uptime, security, privacy, and global coverage

Unique mix of scale and focus
The industry’s largest organization for designing, delivering, and supporting agreement technologies

Trusted
Over 540,000 customers
Including many of the world’s largest banking, pharma, and tech companies

Hundreds of millions of signers
The global standard in eSignature, across 180+ countries

Net promoter score of 66
Loved like the world’s best brands
SAP Signature Management by DocuSign
Poll & DEMO
Any device, anytime, anywhere.
Send, track and sign agreements with the world’s #1 electronic signature solution.

Increase efficiency by automating signature workflows

Win customers by delivering mobile and personalised experiences

Eliminate errors and risk by integrating into your apps and systems of record

Effortlessly comply with industry and global regulations
SAP Signature Management by DocuSign

Getting started
Three ways to use SAP Signature Management by DocuSign

1. DocuSign WebApp on DocuSign.com
   - Use it on day 1
   - Uses the same activation user name and password
   - Upload document
   - Save or build templates

2. Integrated using one or more of SAP’s supported integrations
   - Each integration takes 10 minutes or less to activate upon receiving your activation email
   - Fully integrated into 15 SAP business process
   - SAP SuccessFactors
   - SAP Ariba
   - SAP Fieldglass
   - SAP Customer Experience

3. Build your own SAP integration leveraging the APIs which are provided with your subscription
   - Developers.docusign.com
   - Includes free Sandbox
   - SDKs, Sample Apps, and Code Examples provided

THE BEST RUN API Rest Soap
Get Started Today!

Engage your SAP AE – Create a free DocuSign trial account
Grazie