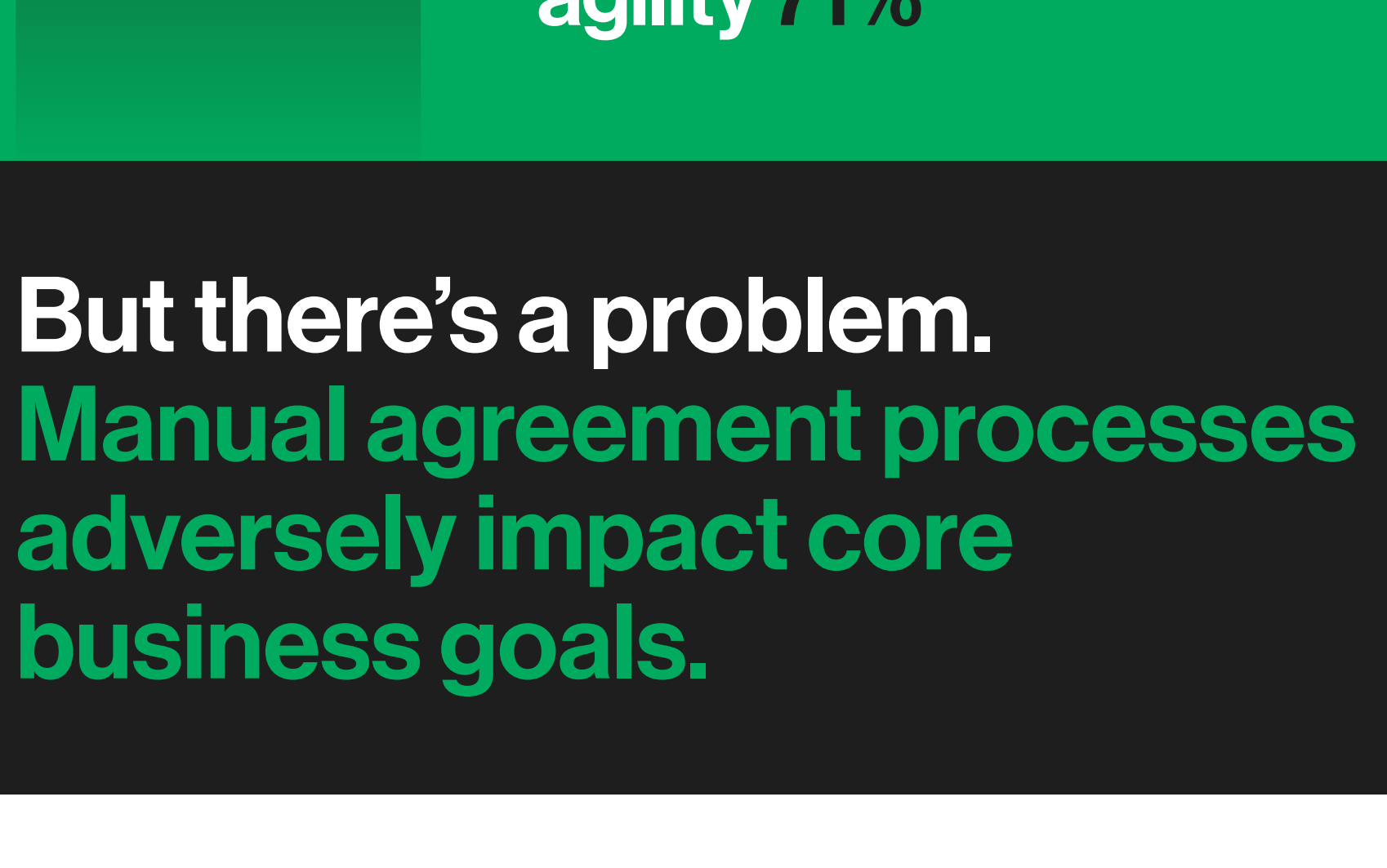


It's time to automate and connect the entire agreement process

Business runs on agreements. So why aren't they digital?

Top priorities for organizations today



But there's a problem. Manual agreement processes adversely impact core business goals.

Manual processes have issues

- 46% Poor customer experience
- 43% Delays in starting projects
- 42% Delays in recognizing revenue
- 29% Legal and compliance risk

Many organizations have adopted e-signature as the first step. 68% of contracts are signed electronically on average.



But organizations still experience problems with manual processes before & after the signature

Issues preparing agreements

- 61% Rework due to errors
- 55% Inefficiency from re-entering data from systems to contracts
- 50% Difficulty maintaining security & compliance

Issues acting on agreements

- 56% Manual routing of agreements
- 54% Duplicate work re-entering data from contracts to systems
- 51% Errors & rework

Issues managing agreements

- 59% Inability to search agreements' full text
- 51% Lack of visibility into the location and status
- 47% Risk from inability to detect problematic contract language

The DocuSign Agreement Cloud helps organizations automate and connect the entire agreement process — allowing business to be done faster with:

- Less risk
- Lower costs
- Better experiences for customers, partners and employees

Leaders who digitize see results

- 55% Improved customer experience
- 51% Shortened deal cycles
- 48% Lowered error rates
- 46% Reduced turnaround time

“The biggest impact has been time to revenue. Now being able to get the process done in 6 hours or less, we're getting our money faster.”

DocuSign Customer

To learn more, download **The State of Systems of Agreement 2020**