# DocuSign

Partner Brief NetSuite ORACLE NETSUITE

# Streamline NetSuite ERP and CRM with DocuSign

DocuSign and NetSuite have partnered to create a platform that transforms the agreement process. Connect DocuSign eSignature into your core NetSuite business processes to quickly and securely send and process agreements where you already work.

Flawlessly closing deals, onboarding vendors and executing POs is how organizations thrive. Automate these core business processes with the DocuSign for NetSuite integration. With eSignature connected to your NetSuite ERP and CRM systems, you'll save money, increase compliance and improve the experience of customers, vendors, partners and employees.

With DocuSign for NetSuite, you can automate contract generation, approvals, signing and secure storage all from within your ERP and CRM systems.



| 🕒 🛧 쓥 Activities   | Payments Transactions Lists Ro  | ports Analytics   | Customization Documents Setup Support                   |        |
|--|---|-------------------|---|--------|
| 🚴 Customer 🔍 🗅   |   |                   | ← → List View Dashboar                                  | d Sea  |
| Academy Sports & O   | utdoors   |                   |   |        |
| Edit Back Accept   | Payment Send with DocuSign Sig  | gn with DocuSign  | Send NDA Send Sales Contract 👌 💭 - A                    | ctions |
| CUSTOMER ID<br>Academy Sports & Outdoors<br>TYPE<br>Company<br>STATUS<br>CUSTOMER-Closed Won | ADDRESS<br>Academy Sports & Out<br>1800 N. Mason Read<br>Katy TX 77449<br>United States Map | doors             | CUSTOMER IS INACTIVE<br>PRIORITY<br>50                  |        |
| Information Einancial Add  | ress Agcess <u>W</u> orkflow Collections  | Info Wgb Activity | Bank Payment Details (Debit) Bang Payment Details (Cred | 9 C    |
| COMPANY NAME<br>Academy Sports & Outdoors  | PHONE<br>1.888.022.2338   |                   | SALES REP<br>Krista Barton                              |        |
| NO. OF EMPLOYEES<br>100 - 499 Employees  | FAX<br>(281) 648-5000   |                   | TERRITORY<br>Eastern                                    |        |
| SUBSIDIARY<br>Honeycomb Mig.   | E-MAIL<br>jareen@academy.com  |                   | INITIAL LEAD SOURCE                                     |        |
| ANNUAL REVENUE<br>\$6 million - \$100 million  | LANGUAGE  |                   | PARTNER   |        |
|  | NUMBER FORMAT   |                   | DEFAULT ORDER PRORITY                                   |        |
|  |   |                   |   |        |
|  | NEGATIVE NUMBER FO  | DRMAT             | COMMENTS  |        |

## Key capabilities

#### Automate the agreement process

Create custom workflows that trigger actions with a click of a button. Configure the right documents to be sent to the right contacts and automatically merge data from NetSuite into a DocuSign template to ensure your transactions are fast, easy and error-free. Once the document is signed and completed, it is automatically saved back into the NetSuite record to ensure your documents are all in one place.

#### Easily setup and administer

Reduce the cost and risks of integration. Save administrative time and hassle as your team gets up and running with our pre-built integration, enabling rapid deployment.

#### Accelerate time to results

See an immediate return on your investment by reducing paper-based costs and increasing turnaround time. DocuSign customers report average savings of \$36 per document.

#### Customize with clicks not code

Update buttons at the top of NetSuite opportunities, POs or other records without the need for code. Generate and send out contracts for eSignature by merging in data from your CRM or ERP.

#### Increase visibility into the agreement process

See who signed and when so you always know the contract status. View the full signature history with a complete audit trail.

#### Increase productivity

Give your sales and operational teams a break by automating the administrative work associated with contracts—no more copy/paste, manually saving completed contracts to a record, or emailing to check in on the status of a signature.

#### Deliver a great experience for customers, vendors and partners

Everyone wants fast and easy today. Keep all your stakeholders happy by making the agreement process lightning quick, error-free and effortless to execute.

#### Protect your important agreements and data

DocuSign meets or exceeds stringent US, EU and global security standards including ISO 27001:2013 and SOC 1 and 2.

### Ready for next steps?

1/ Register and obtain a license from DocuSign, the supported and recommended third-party electronic signature service provider. Note details such as Account ID, Integration System User Name, and password from DocuSign.

2/ The integration must be enabled by your NetSuite administrator. The administrator will access the SuiteBundler and download the **DocuSign for NetSuite bundle**.

3/ Once the bundle is installed, the DocuSign for NetSuite integration is available to configure within NetSuite.

4/ For full configuration details, review our Quick Start Guide.

#### Find out more about DocuSign for NetSuite at docusign.com/netsuite.

#### Use case examples

Sales contracts MSAs Quotes Financing agreements Distribution/partnership agreements Purchase Orders Vendor agreements Invoices Service contracts Change orders Safety waivers Bills of lading SOWs NDAs

About DocuSign

DocuSign helps organizations 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. 221 Main Street, Suite 1550 San Francisco, CA 94105 For more information sales@docusign.com +1-877-720-2040

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