Boost Efficiencies and Get Drugs to Market Faster

The pressure to get drugs to market faster has increased as the industry faces the constant challenges of rising commercialization costs, tightening competition, and impending patent expirations. Developing new drugs is a long, slow and regulated process yet has the potential to commercialize a new drug that can save lives and grow revenue. By modernizing agreement processes that are everywhere within life sciences companies, life-saving drugs and devices can get to market faster and business processes can be done smarter.

Reduce drug development cycle time and costs

Reduce manual steps and operate more efficiently by removing paper from the equation, improving document turnaround time and completion rate. The manual paperwork required throughout the pharmaceutical value chain are heavily regulated to ensure product safety and can be a challenge for life sciences firms to manage the forms and agreements required by the FDA and other regulatory entities. DocuSign can digitize key forms throughout the drug development stage to reduce turnaround time by getting signatures and automated workflows easily without errors.

Simplify compliance and reduce regulatory risk

Throughout every stage of drug development, agreements and processes must be tracked, validated, and shared with regulatory bodies like the FDA. By automating and connecting systems with digital forms (instead of paper), consolidating agreements in one central location, and easily verifying compliance to regulations with digital audit trails, companies save time, money, and reduce risk exposure.

Improve the patient enrollment experience

The clinical trial process relies on recruiting patients efficiently. By making long, complicated processes like clinical trial enrollment faster and more intuitive, life sciences organizations can free up time for more meaningful, higher-value interactions with between patients and health care professionals. Access a broader, mobile patient population with fully digital trial recruitment and e-consents.

Results

Boston Scientific

Before DocuSign	After DocuSign
48% rate of not in good order on key regulatory form	**$4.4 million** in savings
36 manual stages to complete active releases form	**0** GDP errors
	6 automated stages to complete active release form
	78% faster process on average

UCSF partnered with DocuSign and Salesforce to build a secure, patient-friendly online portal to achieve the enrollment targets of recruiting 100,000 participants.

> “Having an electronic workflow was the only option for an undertaking of this size. Enrolling and completing consent forms digitally with DocuSign was mission critical.”

Allison Fiscalini
Director
Athena Breast Health Network at UCSF

Eliminate sales hurdles

A simple sales process can influence a healthcare provider's (HCP) brand perception of a pharmaceutical company. Tedious paperwork and manual workflows leave sales reps with minimal time to nurture key relationships and foster a sense of loyalty. Pharmaceutical reps, for example, often spend weeks establishing a key opinion leader (KOL) relationship because of paper-based, inefficient compliance and disclosure requirements. Making the agreements process digital and efficient can reduce the timeline to a matter of days, leaving more time for reps to build partnerships with new KOLs, and more time for providers to focus on their patients.

The DocuSign Agreement Cloud for Pharmaceuticals

The DocuSign Agreement Cloud for Pharmaceuticals lets pharmaceutical organizations focus on getting drugs to market faster instead of paperwork. From drug discovery and development through clinical trials to manufacturing and commercialization, DocuSign customers are digitally transforming the many processes that require agreements or sign-offs. The result is increase employee productivity, better patient experiences throughout clinical trials, strengthened healthcare provider relationships, and faster time to market for new treatments.

eSignature
Expedite attaining signatures with automated workflows and encrypt all documents and data in transit and at rest, with access to a fully traceable, tamper-proof audit trail and exportable Certificate of Completion.

21 CFR Part 11 Module and Validator for Life Sciences
Meet the electronic records and signature requirements for 21 CFR Part 11 in the United States, European Union, Japan, and other countries. Simplify validation testing and documentation with reports containing screenshots of internal DocuSign tests, details on the tested provision, and the results.

Intelligent Insights
Find and analyze clauses within your agreements using artificial intelligence.

Identify
Securely verify signers' identities before they access an agreement by analyzing security features in government photo IDs and European eIDs and matching the name on the agreement against the name on the ID.

> "DocuSign has transformed our global contracting processes throughout Boehringer Ingelheim. Starting in our legal department, DocuSign quickly became our most trusted technology platform that is now used in over 80 countries in just two years."

Helga Susmeyer
AD, Global eSignature Solution
Boehringer Ingelheim

12 of the top 14
pharmaceutical companies globally use DocuSign

> "85% of our DocuSign documents are processed in under one day."

AstraZeneca

CLM
Streamline the entire contract lifecycle process – accelerating the pace of doing business and improving employee and customer experience through automated signature workflows, redlining, and version control. Document generation and a central repository allows contracts to be easily prepared, modified, and stored.

Signature Appliance
For highly regulated environments, where an on-premise digital signature solution is required, the DocuSign Signature Appliance is a hardware appliance for on-premises or hybrid deployment of electronic signatures and storage of digital signature certificates. It streamlines the signature process and helps maximize compliance with regulations.

SAFE-BioPharma
Accept SAFE-BioPharma digital signatures, keeping your agreement process compliant and 100% digital.

Integrations
Easily embed DocuSign into your existing tools with 350+ pre-built integrations, like Veeva, Oracle, Salesforce, Workday, Box, and Microsoft.

To learn more, go to **docusign.com/pharmaceuticals**.

Use case examples

Clinical operations
Patient informed consent
Clinical trial enrollment
Investigator forms (1572)

Manufacturing/quality
Electronic batch records
Standard operating procedures (SOPs)
Quality agreements

Commercialization
Premarket notification
Label change requests
Medical device sales and service

Patient engagement
Patient assistance documents
Patient portals
Sales contracts

Compliance
Training and approvals
Key Opinion Leader (KOL) programs
Sunshine Act compliance
Drug samples reporting

DocuSign, Inc.
221 Main Street, Suite 1550
San Francisco, CA 94105

docusign.com

For more information
sales@docusign.com
+1-877-720-2040

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