
Accelerating Your Partner Go-to-Market Strategy

Many companies rely on third-party vendors, or channel partners, to help get products and services to market. Partners—such as resellers, agents, brokers, dealers, distributors and service providers—act as an extension of a company’s sales organization, adding value and delivering exceptional service to the end-customer. And agreements undergird each and every one of these relationships.

But add in manual tasks, overstretched partner management teams, and unexpected disruptions, and your channel momentum can grind to a halt. Avoid the headache and opt for an upgrade: DocuSign solutions deliver a modern agreement platform that simplifies partner contracting and provides an excellent experience for everyone involved.

Reduce contracting friction

Codifying the obligations, payment terms, incentives and other stipulations that define a partnership often requires tight collaboration across sales, marketing, legal and finance departments. Any errors or points of friction along the way can lead to costly delays for the business. The DocuSign platform helps eliminate cross-functional bottlenecks by streamlining the drafting, negotiating and signing of partner agreements across the entire partner lifecycle.

Accelerate partner onboarding

When you sign up a new partner, the process of filling out legal documents such as NDAs or reseller agreements can be time-consuming. A recent survey of channel and partner management professionals revealed that over half spend more than five hours a week (with 17 percent spending over 10 hours!) simply processing paperwork to begin the business relationship. DocuSign solutions accelerate channel time-to-value by automating workflows to enable faster, more effective onboarding.

Build a robust partner ecosystem

Today, partners have more choices than ever in who they work with, and a poor partner experience at any point of the lifecycle can send them running to your competitors. DocuSign helps partnerships start right and continue on a path of success by delivering an exceptional partner experience from sign-up to first co-sale.

Results

10x

increase in contract processing capability
(Sunrun)

90%

reduction in partner contract renewal time
(Yamaha)

Improved CX

for partners and customers
(BNP Paribas)

DocuSign for partner agreements

Agreements are at the core of every partnership, yet the agreement process is rife with manual steps, slow turnaround times and human errors. These inefficiencies needlessly burn time and money, undermining the experiences of customers and partners alike.

DocuSign helps companies of all sizes improve the partner agreement process, no matter how complex. The DocuSign platform enables channel and partner ecosystem management teams to tackle digital transformation and customer experience initiatives, supplement existing investments in CRM, PRM, and CPQ systems and overcome industry disruptions by automating the partner contracting process.

DocuSign CLM

Manage the entire agreement lifecycle for complex partner contracts with automated generation, real-time negotiation, drag-and-drop workflows and powerful search.

DocuSign eSignature

Complete partner agreements in minutes with beautiful mobile forms that work on virtually any device, anywhere.

DocuSign Gen for Salesforce

Accelerate deals by automating the generation and negotiation of customized agreements from Salesforce.

Integrations

Easily embed DocuSign solutions into your existing channel management and automation tools with 400+ pre-built integrations for Salesforce, Microsoft, Oracle and more.

Use case examples

NDA's

Channel agreements

Partner contracts

Business partnerships

Participation agreements like HPAs

Reseller agreements

Franchise contracts

Brand partnerships

White-label partnerships

Exclusive distribution rights

Partner incentives

Visit [DocuSign](#) to learn more about how our solutions can help support your sales and partner strategies.



About DocuSign

DocuSign helps organizations connect and automate how they navigate their systems of agreement. As part of its industry-leading product lineup, DocuSign offers eSignature, the world's #1 way to sign electronically on practically any device, from almost anywhere, at any time. Today, over a million customers and more than a billion users in over 180 countries use the DocuSign platform to accelerate the process of doing business and simplify people's lives.

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