

Transforming Life Sciences with Intelligent Agreement Management

Life sciences organizations are under immense pressure to accelerate the delivery of life-saving innovations while managing strict global regulations and fierce competition. Intelligent Agreement Management (IAM) transforms slow, manual processes—from clinical trial enrollment to supply chain logistics—into seamless digital experiences. By eliminating paperwork bottlenecks and reducing administrative burden, DocuSign empowers your teams to focus on core tasks like research and patient care, rather than paperwork.

The [DocuSign IAM platform](#), along with the [Life Sciences Module](#) trusted by top global biopharma companies, enables organizations to meet compliance with the FDA 21 CFR Part 11 requirements. DocuSign is committed to ensuring data is protected—preserving the confidentiality, integrity, and availability of our services to our customers, as evidenced by the many [global certifications and standards](#) the company maintains.

Accelerate research and clinical development

DocuSign helps accelerate the R&D process while simplifying the complexity of compliance. By optimizing processes like informed consent, investigator site agreements, and research collaboration agreements, DocuSign reduces manual work and document turnaround time. This enables faster trial starts, more efficient patient enrollment, and quicker access to critical research data.

Modernize manufacturing and quality

DocuSign helps streamline operations and proactively support compliance obligations across manufacturing, quality, and supply chain processes. DocuSign helps to digitize and automate critical agreements such as vendor contracts, procurement agreements, and manufacturing authorizations. This ensures a transparent, secure, and efficient flow of information, reducing administrative burden and helping to maintain the highest quality of standards.

Enhance commercial effectiveness

DocuSign solutions accelerate the creation, commitment, and management of agreements related to sales, marketing, and distribution. By providing a secure, mobile-friendly platform for agreements like sales contracts and GPO agreements, DocuSign enables your teams to close deals faster and improve the overall customer experience.

Use case examples

Research and clinical development

- Preclinical study agreements
- Clinical trial enrollment
- Informed consent forms
- IRB amendments

Manufacturing

- CDMO agreements
- Technology transfer agreements
- Equipment & maintenance agreements
- Executed batch records

Quality and compliance

- GxP document management
- Quality agreements
- Audit agreements
- Document and change control

Supply chain

- Supplier qualification and onboarding
- Warehousing and storage agreements
- Transportation and logistics agreements
- Distribution agreements

Commercial

- Sales contracting
- GPO and IDN agreements
- HCP engagement contracts
- Patient assistance enrollment

Departmental

- Legal and compliance
- HR
- Finance

IAM boosts efficiency

The IAM platform scales with your organization, ensuring efficient operations while simplifying compliance.

IAM Core

This customizable application is built for life sciences organizations of any size. IAM Core goes beyond eSignature to help any team with agreement creation, review, and management. You can build customized workflows, automate processes, centrally store completed agreements, and transform static documents into dynamic assets that drive decision-making.

IAM for Sales

This preconfigured application is designed to help you generate, sign, and manage sales contracts with unparalleled speed and accuracy. It helps sales teams boost deal velocity, reduce manual work, and gain valuable insights from sales agreements with integrations into existing tools like Salesforce. This helps close deals faster and streamline the entire sales process from a single platform.

DocuSign IAM capabilities

Our capabilities uniquely address each step of the agreement process to help transform your organization and advance your strategic plan.

eSignature: Enable a secure, intuitive signing experience across any device. Collect approvals in minutes and reduce turnaround time.

Life Sciences Module: Support compliance with electronic signature practices outlined in the FDA's 21 CFR Part 11. Our core Part 11 module includes Part 11-specific eSignature functionality authentication, reason for signature, and signature manifestation.

Web Forms: Simplify clinical trial enrollment by capturing patient data and dynamically populating it into informed consents and authorizations in a seamless, interactive experience, reducing manual data entry and improving data quality.

Audit trail: Automatically generate a comprehensive and legally admissible record of every action taken on a document.

Maestro: A no-code workflow automation solution that allows you to customize workflows—like clinical trial eligibility based on built-in logic—and automate data write-back to your system of record with an intuitive drag-and-drop interface.

CLM: Streamline the end-to-end contract lifecycle to reduce risk, increase efficiency, and improve compliance across vendor management and research partnerships.

Workspaces: A collaborative space that allows teams to easily manage tasks, track milestones, and upload supporting documents for study site setup, investigator onboarding, vendor onboarding, and more.

App center & integrations: Our unmatched ecosystem of 1,000+ integrations and robust APIs helps ensure a seamless data flow and creates a more efficient ecosystem.

Results

Source: Paradoxes, Inc., "Industry benchmarking research," 2022.

1 day
saved in document
signing turnaround
time

40%
reduction in
personnel time per
agreement

19%
reduction in
compliance
incidents

95%
improvement in
data quality

41%
reduction in paper
used

About DocuSign

DocuSign brings agreements to life. Over 1.6 million customers and more than a billion people in over 180 countries use DocuSign solutions to accelerate the process of doing business and simplify people's lives. With intelligent agreement management, DocuSign unleashes business critical data that is trapped inside of documents. Until now, these were disconnected from business systems of record, costing businesses time, money, and opportunity. Using DocuSign IAM, companies can create, commit to, and manage agreements with solutions created by the #1 company in e-signature and contract lifecycle management (CLM).

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