



### Digitally Transform the Agreement Process Across HR, Sales, Procurement and More

# Create smarter, easier, more trusted agreement processes with Docusion eSignature for SAP

Agreements are everywhere, from sales contracts and offer letters to account openings and invoices, and they contain some of the most valuable information for an organization. But teams still struggle with how they manage their agreements from end-to-end. Many teams are slowed down by inefficient work, while critical questions go unanswered, and the efficiency of their existing technology investments is limited - all because data isn't flowing between agreements and the systems that depend on them. Organizations need a better way to create, commit to and manage agreements that is completely digital, reliable and safe.

Docusign for SAP helps organizations automate how agreements are prepared, signed, acted on, and managed – all within the SAP apps you're already using. Applications like SAP SuccessFactors, SAP Fieldglass, SAP Ariba, SAP Customer Experience and more integrate seamlessly with Docusign, allowing you to accelerate and connect every stage of the agreement process.

#### Provide a better customer experience

Whether on phones, tablets, or desktops, enable signers to work in the way they prefer—so business can keep moving forward from anywhere.

#### Eliminate manual tasks with automated workflows

Increase efficiency across the entire sending and signing process by automating both simple and complex workflows.

#### Increase security and make compliance easier

Protect agreements with enterprise-grade security and compliance controls without sacrificing the user experience.

# Docusign by the Numbers

### 1 million

customers worldwide

# 100s of millions

of signers annually

### Over 1 billion

transactions across 180+ countries

79%

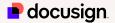
of agreements completed in less than 24 hours

44%

of agreements completed in 15 minutes or less

99.99%

uptime, with no maintenance downtime





### **Key Use Cases**



## Streamline your enterprise resource planning

Quickly and securely execute signed agreements from within the ERP modules you use every day. Streamline sales quotes, bills of lading, vendor agreements, POs, invoices, and many other agreement types.



### Simplify hiring, recruit the best

Get job offers signed quickly and expedite new-hire "paperwork" so you can recruit and retain the best employees. Put offers in front of candidates without delay, to review and sign digitally. And give your HR teams total visibility into document status with automated workflows.



# Accelerate sales, improve visibility

Reach closure faster and improve service by moving from manual customer engagements to a fully digital solution. Close deals quickly by eliminating the need to print and overnight paperwork. Decision-makers can electronically sign a document as soon as it appears on their laptop or mobile devices to keep business moving.



#### Eliminate friction in your Source-to-Pay processes

Create new agreements with key sourcing data from Ariba Contract Workspaces and easily ingest third-party documents.

Manage supplier negotiations and maintain audit history for agreements in both systems for a seamless, end-to-end digital contracting process.



### Optimize your external workforce

Get vendor agreements signed and returned within minutes. Organizations can find and manage all types of flexible resources – from temporary staff to Statement of Work-based consultants to freelance workers and more.



### Digitize regulated document management

Streamline generation, negotiation and signing of regulated documents with automated workflows. Using a centralized system for document management ensures your contracts, consents and agreements are stored in an auditable, searchable, FedRampauthorized and IL4 compliant repository.