
Increase Agility Across the Manufacturing Value Chain with Digital Contracting

Manufacturers are a vital cog in the economy, designing, developing and distributing products for consumers, corporations, retailers and wholesalers. Contracts and agreements undergird every business relationship across their value chains, including staffing, production, sales and the back office. To stay competitive, manufacturers must modernize and automate their operations—spanning their physical production lines and digital agreement processes.

DocuSign helps manufacturers solve modern challenges with modern solutions, digitizing and automating how contracts are created, signed, stored and managed. Removing friction and frustration from the agreement process is essential and expected in our digital-first world.

Provide streamlined customer-centric services

Manufacturers are increasingly selling services that complement their product offerings, but fragmented processes across multiple systems lead to frustration. DocuSign offers an integrated ecosystem that eliminates data silos by seamlessly connecting with existing systems, increasing customer satisfaction and market share.

Protect data and manage compliance while reducing risks

Inadequate data security, compliance management and knowledge retention pose massive risks for manufacturers. DocuSign solutions are designed to handle the complex agreement workflows and unique legal requirements of today's global supply chains. Reduce risks to your organization with industry-leading, enterprise-grade security and compliance support.

Improve the speed and ease of doing business

Persistent process inefficiencies and complex contracts can wreck the rock-solid vendor and partner relationships that manufacturers rely on. So it's necessary to replace outdated systems and manual processes that can't scale. Transitioning to digital agreements and contract lifecycle management enables workflow automation and configurable routing throughout your business, improving efficiency and helping you become the manufacturer of choice.

Results

40%*

improvement in turnaround time

41%*

savings in hard costs

“People would search their email inbox looking for the last email with a contract attachment, having to make sure it’s the right one. We wanted tools and solutions that would harmonize, simplify and bring efficiencies.”

Wei Ling Lim
General Counsel for Global Supply Chain
Unilever

*Manufacturing & Retail ROI of DocuSign Report, Q1 2023

Streamline processes and minimize errors

When critical contract information is stored in multiple systems, it interferes with planning and decision-making. Manually searching and analyzing contract data is time-consuming and increases human errors. [DocuSign Insight](#) can quickly locate the right contract and then analyze agreement risk and opportunity. Instantly identifying favorable terms helps manufacturers operate faster and more profitably.

Attract and retain top talent

With many manufacturers experiencing talent shortages in a tight labor market, it's imperative to quickly hire and retain the best full-time and contingent workers. DocuSign solutions unify HR systems and procedures to enhance the recruitment and onboarding experience. Providing convenient and frictionless agreement experiences accelerates candidate start dates and helps eliminate supply chain bottlenecks.

DocuSign for Manufacturing

Manufacturing companies manage billions in revenue across millions of stakeholders—and each business relationship is facilitated and managed through agreements and contracts. DocuSign digital agreement solutions manage contracts across their entire lifecycle with seamless and automated workflows—helping manufacturers claim margins faster, cut costs, operate more efficiently, scale more quickly and reduce risk.

eSignature

Send and sign with the world's leading electronic signature solution—simplifying and optimizing the conclusion and administration of service contracts and agreements between manufacturers and customers.

PowerForms

Generate on-demand, self-service and secure documents for electronic signature by quickly and easily pulling collected data into your existing applications.

Click

Capture consents to standard terms with a single click.

Analyzer

Use AI to conduct contract analysis before executing your contract process.

CLM

Transform your entire contract cycle with automated document creation, collaboration, workflows and a searchable, cloud-based, central contract repository.

Insight

Use AI-powered conceptual search, clause identification and analysis for all of your supplier contracts.

To learn more, please visit [DocuSign for Manufacturing](#).

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.

Use case examples

Engineering, R&D and design

- Design and part changes, approvals
- Part 11 compliance
- Regulatory compliance
- Quality assurance

Direct and indirect procurement

- Master service agreements
- Statements of work
- Service level agreements
- Machine and equipment maintenance

Production

- Contract manufacturing agreements
- Change management requirements
- Design and part changes

Marketing and sales

- Partner agreements
- Project plan approvals

Post-sales services

- Field services
- Service contracts
- Safety waivers
- Contractor agreements
- Warranties

Supply chain operations

- Service agreements

Finance

- Financing applications
- Loan agreements
- Tax documents

Legal

- NDA

HR

- Offer letters
- Contingent workforce agreements
- OSHA and worker safety compliance



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