

Simplify and Automate the Franchise Agreement Process

Franchised businesses are helping drive economic recovery, providing new opportunities to maximize market share and access to new markets for entrepreneurs and established businesses alike.

Onboarding a new franchisee involves several different contracts including NDAs, license agreements and loyalty program participation, all with potentially different pricing arrangements and geographical regulations. Add in maintaining control of real estate or supplier commitments and the result is a time-consuming, manual process that makes it difficult to onboard new franchisees, get them up to speed, and then standardize management of all related agreements.

DocuSign can help elevate the power of franchise businesses with a digital portal and automated agreement management system that helps onboard, manage and store franchise licensing agreements and supplier contracts. Working with the world's most trusted and recognizable e-signature brand also showcases your technical proficiency to differentiate your franchise from competitors.

Get franchisees up and running faster

Quickly recruit and onboard new franchisees with a simple, digital process that easily uploads information from a self-service web portal and then sends your agreements for signature. Conveniently sign letters of intent, franchise license agreements and NDAs from almost anywhere, at any time using any mobile device. Easily integrate your new franchisees into Salesforce or your CRM system of choice.

Increase business efficiency

Save time and reduce errors in the delivery of equipment and services to your franchisees by automating the entire supplier management workflow with document generation, collaboration and workflow. Gain visibility into all of your franchisee, supplier, real estate and construction agreements by storing, tagging and organizing them all in a single, secure, searchable repository with hierarchy and party management. Improve analysis and reporting on franchisee performance and supplier spending.

Avoid revenue loss or disruption

Avoid potential revenue loss or disruption to service by assuring that your franchisee and supplier agreements never expire or auto-renew with outdated pricing. Receive automatic renewal alerts in time to negotiate new, more favorable terms and look for other upsell opportunities. Manage franchisee service level agreements (SLAs) and ensure that franchisees are performing under the terms of their agreements.

97%

A global food service brand improved its franchise agreement processing time by 97% after implementing DocuSign CLM.

300%

The supply chain management company for one of the largest fast food restaurant chains increased efficiency by more than 300% by automating supplier contracts with DocuSign CLM.

DocuSign for franchise agreements

DocuSign gives franchise organizations of all sizes a better way to attract new franchisees, control the orchestration of their supply chain operations and renew agreements, no matter how complex. The DocuSign platform enables franchise operations teams to tackle digital transformation and franchisee and supplier initiatives. Franchise sales can focus on recruiting and supporting franchisee success while procurement teams can standardize and optimize supplier relationships.

DocuSign eSignature

Quickly onboard and manage new franchisees with a simple, digital process that easily uploads and sends agreements for signature. Sign contracts from almost anywhere, at any time using any mobile device.

Gen for eSignature

Saves time and eliminates errors by automatically including the right content from forms, form responses and agreements.

Web Forms

Create online, self-service applications for new franchisee recruiting and onboarding.

DocuSign Gen for Salesforce

Create professional contracts faster by automatically inserting custom information, such as personalized details or location-specific terms into your agreements.

DocuSign CLM

Centralize and manage complex franchisee and supplier agreements from onboarding new franchisees to updating supplier agreements. Store, tag and organize contracts in a single, secure, searchable repository.

AI and analytics

Drive smarter business decisions while uncovering risks and hidden opportunities with powerful contract analytics.

Integrations

Easily embed DocuSign solutions into your existing franchise management and automation tools with 400+ pre-built integrations for Salesforce, Microsoft, NetSuite, Oracle, Workday Financials, Magentrix PRM, Franconnect, Zenput, Square, and more.

Use case examples

Franchise recruitment and onboarding

- Letter of intent
- Franchise license agreement (FLA)
- Non-disclosure agreement (NDA)
- Intellectual property agreement
- Training verification
- Non-compete
- Loyalty program participation

Supplier management

- Franchise supplier agreement (FSA)
- Supplier services agreements
- Equipment leases
- Delivery notices
- Bill of lading

Real estate and construction management

- Building leases and subleases
- Building maintenance
- Permitting requests
- Inspection forms

Performance management and renewal

- SLAs (Service level agreements)
- Invoicing and payment
- Addendums
- Renewals

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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