

# Fuel Faster Deals with Agreement AI—from Quote to Renewal

Technology was supposed to make selling easier, but for many teams, it's only made things more complex. Sellers spend more time navigating systems than selling. Revenue teams struggle to trust their data. And Legal and IT are stretched thin trying to support compliance, security, and deal velocity—all at once.

It's time to rethink sales agreements. Intelligent Agreement Management (IAM) can help.

**Docusign Intelligent Agreement Management** is an AI-powered platform that transforms how sales agreements are created, reviewed, and managed. By turning static contracts into dynamic, data-rich assets, IAM helps sales, legal, and ops teams streamline workflows, unlock insights, and reduce risk—without ever slowing down the deal.

## Close deals faster

Sellers waste up to **70% of their time** on administrative tasks. IAM eliminates toggling by staying in your CRM to create, negotiate, and manage agreements—so sellers can move faster, stay compliant, and keep deals on track.

## Ensure data accuracy at every step

Sync data between your CRM and agreements to eliminate manual entry, reduce errors, and ensure reliable forecasting.

## Keep sellers and stakeholders in sync

Automate drafting, routing, reviewing, and signing across Sales, Legal and Operations, while keeping sellers focused in their CRM, **reducing contracting delays by nearly 30%**.

## Turn visibility into strategy

Leverage **Docusign Iris** to surface key dates, terms, and insights from past deals to inform your next negotiation – **reducing time spent searching for agreement terms by 80%**.

## Results

# 77%

less time spent processing agreements

Catchafire

# 1 week

shorter sales cycles

Kindsight

# 99%

less time generating documents

Perceptyx

“If it’s the last two days of the month or quarter, and you need a non-disclosure or sales agreement, **Docusign IAM is the difference between closing the deal then or moving it to the next sales period.**”

Kris O’Brien  
Director of IT  
Kindsight

## DocuSign IAM for Sales

The DocuSign IAM platform offers a preconfigured **IAM for Sales application** that brings agreement management directly into the CRM, connecting creation, negotiation, and management workflows to every stage of the sales process while keeping agreement and CRM data in sync to reduce friction and accelerate deal execution. The application lets you:

### Simplify agreement generation & management with leading CRMs

Make it easy for sellers to create, negotiate, and manage agreements without leaving Salesforce or Dynamics 365, while keeping legal, finance, and operations aligned.

### Generate agreements in clicks directly from Salesforce or Dynamics 365

Create contracts **directly from your CRM** using legal-approved templates that auto-populate customer and deal data.

### Streamline reviews and approvals

Make it easier for legal and finance to intake, review, and finalize agreements. **Transform seller requests from emails into a trackable task**, making it easier to collaborate and close faster.

### Find and analyze agreements fast

**Automatically centralize all sales agreements** and use Iris to extract renewal dates, deal values, and key terms—unlocking insights that drive forecasting and revenue growth.

### Connect across your sales workflow

With **1,000+ pre-built integrations**, connect IAM for Sales across tools that your revenue teams use. Build and deploy **customized no-code workflows** in days, not weeks.

**Take a guided tour and connect with our sales team** to learn more.

## Use case examples

### Proposals and contracts

- Sales contracts
- Statements of work
- Master service agreements
- Quotes
- Proposals
- Discount lists
- Renewal contracts
- Terms and conditions
- Distribution agreements
- Reseller agreements
- Licensing agreements
- Partnership agreements

### Order management

- Contract amendments
- Purchase orders
- Change orders
- Service level agreements

### Billing

- Financing agreements
- Invoices
- Payment authorizations

### Other agreements

- NDAs
- Work orders
- Service agreements
- Internal approvals

## About DocuSign

DocuSign brings agreements to life. Over 1.7 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, and manage agreements with solutions created by the #1 company in e-signature and contract lifecycle management (CLM).

DocuSign, Inc.  
221 Main Street, Suite 1550  
San Francisco, CA 94105  
[docusign.com](https://www.docusign.com)

For more information  
[sales@docusign.com](mailto:sales@docusign.com)  
+1-877-720-2040