

# 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 their compliance obligations 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.

## Results

1 day

saved in document signing turnaround

40%

reduction in personnel time per agreement

19%

reduction in compliance incidents

95%

improvement in data quality

41%

reduction in paper used

"DocuSign fits right in as one of the tools that drives simplification, drives speed, and drives value clearly. It's an enabler."

**Chief Information Officer**  
AstraZeneca

## 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.

### DocuSign IAM platform 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 FDA 21 CFR Part 11. Our core Part 11 module includes Part 11-specific eSignature functionality authentication, reason for signature, and signature manifestation.

### Workspaces

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

### CLM

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

### IAM for Sales

This preconfigured application enables you to 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 to close deals faster and streamline the entire sales process.

### Audit Trail

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

### 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.

### Maestro

A no-code workflow automation to customize workflows—like clinical trial eligibility based on built-in logic—and automate data write-back to your system of record.

### App Center & Integrations

Our unmatched ecosystem of 1,000+ integrations and robust APIs helps to enhance end-to-end workflows

## Use case examples

### Research and clinical development

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

### Manufacturing

- DMO agreements
- Technology transfer agreements
- Equip. & maintenance agreements
- Executed batch records

### Quality and compliance

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

### Supply chain

- Supplier qualification & onboarding
- Warehousing agreements
- Transportation agreements
- Distribution agreements

### Commercial

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

Visit [docu.ly/lifesciences](https://docu.ly/lifesciences) and [connect with our sales team](#) to learn more.

## 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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