

From clinical testing to manufacturing and sales and service agreements, developing medical devices and diagnostics requires a large number of signatures and approvals from stakeholders around the world. Organizations can no longer afford to deal in paper and manual processes for critical business transactions in product development and beyond.

“Our DocuSign experience has been great. We’re constantly working together to find more areas of our business where Digital Transaction Management can benefit us and our patients.”

**Medical device customer using DocuSign to reduce time to get prescriptions from 2 days to 1 hour**

Medical device leaders like Abbott Vascular, Amplifon, Boston Scientific, Medtronic, and Varian Medical Systems are using Digital Transaction Management to bring innovative medical technologies to market sooner and improve compliance with regulations.

## Reduce Cycle Time and Development Costs

Life science customers who have adopted DocuSign Digital Transaction Management (DTM) have reduced cycle time by an average of 3 weeks, with a 98% document turnaround time improvement\*. Across industries, more than 80% of documents are completed within one day on The DocuSign Global Trust Network, and over 50% are completed via DocuSign within 1 hour.

## Maximize Sales and Service Productivity

Make the most of your technology investments and give your sales reps the tools they need to succeed in the field. Leverage DocuSign’s award-winning REST and SOAP APIs to integrate Digital Transaction Management into your enterprise applications and take advantage of our extensive partner ecosystem, which includes leading solutions such as Microsoft Office 365, Salesforce.com, SAP, Oracle, Box, and many others, in addition to implementation partners like Deloitte and Accenture.

## Simplify Global Collaboration

Simplify collaboration across global teams, partners and vendors with the ability to complete approvals and sign-offs any time, anywhere, on any device. DocuSign is available in 43 languages, and more than 50 million users have completed hundreds of millions of documents in 188 countries on the DocuSign Global Trust Network. DocuSign is also the only platform that offers native mobile apps for all major platforms: iOS, Android and Windows.

## Improve Regulatory Compliance

DocuSign has partnered with industry experts to develop product functionality that meets technology compliance standards with FDA and EMA regulations. Product capabilities include:

- Pre-packaged account configuration
- Signature-level credentialing
- Signature-level signature meaning
- Signature manifestation (Printed Name, Date/Time, and Signature Meaning)



Customers can also use DocuSign in conjunction with a range of identity credentials around the world. Digital signature integrations include OpenTrust and DocuSign Express Digital Signatures.

## Ensure Document Security and Availability

DocuSign has full document encryption, robust anti-tamper controls, and the most authentication options to ensure the integrity and confidentiality of your data and confirm the identity of transacting parties. DocuSign is the only eSignature provider to be xDTM, ISO 27001 and SSAE 16 certified and tested internationally, across the entire company and its data centers. DocuSign's Carrier-Grade System Architecture, a first in SaaS, eliminates maintenance downtime and ensures the highest level of performance resiliency and data integrity.

## Medical Device Use Cases

With DocuSign you can automate a wide variety of processes, including:

- Sales & service agreements
- Installation checklists
- ePrescribe
- Certificate of medical necessity
- Assignment of benefits
- Investigator forms
- Clinical trial documentation
- Field service reports
- Device tracking
- Device history and master records
- Quality agreements
- Validation plans
- Nondisclosure agreements
- Vendor contracts
- Purchase orders
- HR forms

## Sample Medical Device Customers and Partners



## For More Information

Contact your account executive or email [lifesciences@docusign.com](mailto:lifesciences@docusign.com) to learn more about how DocuSign can help reduce development cycle time and costs with a simple, secure and fully digital solution.

\*Source: Third party value engineering assessment for subset of DocuSign life science customers. Document completion time across industries is based on annual DocuSign transaction data.



The Global Standard for Digital Transaction Management®

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### About DocuSign

DocuSign® is the Global Standard for Digital Transaction Management®. DocuSign accelerates transactions to increase speed to results, reduce costs, and delight customers with the easiest, fastest, most secure global network for sending, signing, tracking, and storing documents in the cloud.

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