

From R&D to clinical testing and post-marketing, successfully launching a new product requires a large number of signatures and approvals from stakeholders around the world. With pressure to end the decade-long development lifecycle, your organization can no longer afford to deal in paper and manual processes.

Pharmaceutical leaders like Allergan, Astrazeneca, Bayer, and Teva are using Digital Transaction Management to bring critical treatments to market sooner and improve compliance with regulations. 12 of the top 15 global pharmaceutical companies are DocuSign customers.

Reduce Cycle Time and Development Costs

Pharmaceutical 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.

Improve Trial Enrollment and Manage Informed Consents

Nearly 50% of clinical trials fail due to an inability to meet enrollment targets. Access a broader, mobile patient population with fully digital trial recruitment and e-consents. Using DocuSign to power a digital research registry, one customer improved registry accrual from 5.4 people per month to 26.3 people per month at a much lower cost per enrollment.

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)



“We won an award for Best Practices in Human Subjects Protection because of DocuSign’s help in eliminating paper-based consent forms while adhering to federal requirements and keeping participants safe.”

Dr. BJ Rimel
Associate Director of Gynecologic Clinical Trials
Gynecologic Oncologist,
Cedars-Sinai Women’s Cancer Program



Customers can also use DocuSign in conjunction with a range of digital identity credentials around the world. In March 2015, DocuSign’s Digital Transaction Management (DTM) platform became the first of its kind to be certified compliant with the SAFE-BioPharma® standard. Additional 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.

Extend Technology Investments

Leverage DocuSign’s award-winning REST and SOAP APIs to integrate Digital Transaction Management into enterprise applications and portals. Our extensive partner ecosystem includes leading solutions such as Microsoft Office 365, Salesforce.com, SAP, Oracle, Box, and many others, as well as implementation partners like Deloitte and Accenture.

Pharmaceutical Use Cases

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

- Patient informed consent
- Clinical trial recruitment and enrollment
- Investigator forms
- SOP and protocol sign-offs
- Training documentation
- KOL agreements
- Sample management
- Recall notifications
- Adverse event reporting
- Audit reports
- Advertising and promotional approvals
- Nondisclosure agreements
- HR forms

Sample Pharmaceutical Customers and Partners



For More Information

Contact your account executive or email 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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