

INDUSTRY BRIEF

As a life sciences company, your business depends on collecting and retaining a large number of signatures to get products to market. Obtaining signatures on paper is highly inefficient, fraught with errors, and can put you at risk of non-compliance. Join leaders like Bayer, Boston Scientific, and the Mayo Clinic by using DocuSign to streamline a wide range of document processes from sampling and clinical trials to medical device sales and service.

“DocuSign gives healthcare and life science organizations an easily accessed and cost-effective alternative to paper.”

Mollie Shields-Uehling
President and CEO
SAFE-BioPharma Association



Make Sales Reps More Productive

Your sales reps have limited time to focus on sales, and every minute they spend after sales calls faxing, scanning or processing sample request forms or medical information request forms is time they aren't discussing your new products. DocuSign frees reps up to spend more time calling on physicians and saves your sales operations team from having to scan or re-key forms on the back end.

Reduce Compliance Risk

For drugs in clinical trial, missing proper signatures on documents like consent forms puts your trial data at risk. For drugs in market, you need authenticated signatures for all samples, events and KOL registrations. Avoid these risks and maintain compliance with FDA Title 21CFR part 11 by using DocuSign to streamline your process and ensure you get an authenticated signature — and accompanying data fields — every time.

Know Who is Signing When

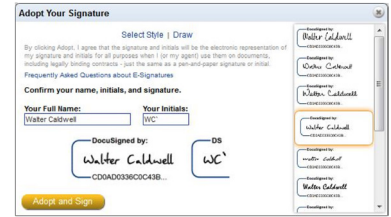
For clinical trials, once documents are sent to participants it's hard to tell where they are in the process and when they will come back. For sample distribution, it is hard to analyze which samples and KOLs are driving sales since paper sign-offs are separate from sales data. DocuSign improves visibility to your processes by bringing them all in one place. You can see which physicians are requesting samples and driving sales, so you can run your business better.

Enable In-office Signatures with Mobile Support

Many pharmaceutical companies have invested in tablets for their sales presentations but are still collecting signatures on paper. DocuSign's mobile support enables reps to collect authenticated signatures on site at medical offices and clinics. DocuSign lets physicians and patients sign on tablet devices or smartphones, and supports iOS, Android, and Windows mobile devices.

Reduce Operating Costs

DocuSign saves your reps and other staff significant time because documents get sent for signature instantly along with automated reminders that speed the process for you. Plus, you can cut costs associated with paper, ink, faxing, couriers, overnight shipping, and document storage dramatically.



Ensure Document Security

DocuSign offers an enterprise-class network with a track record of 99.99% system availability proven to be safe, reliable and secure. DocuSign's fully redundant SSAE 16 certified data centers, network, policies, and procedures have passed 100% of security audits with the largest healthcare and life science institutions, making DocuSign safer and more secure than pen and paper. And DocuSign is the only electronic signature solution that has been awarded the BSI ISO/IEC 27001:2005 certification, making its security unmatched.

Comply with FDA Regulations

Electronic signatures have been legally accepted for over a decade, but to work for you, they also need to be accepted by your partners and regulators, such as government agencies like the Food and Drug Administration (FDA). DocuSign helps Life Science organizations comply with FDA regulations — including Title 21CFR Pt 11.

Life Sciences Use Cases

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

- Sample receipt forms
- Sample tracking analysis
- Sample request forms or BRCs
- Consent forms
- Medical information report forms
- KOL registration or Sunshine Act forms
- Credentialing
- Training signoffs
- Trial protocols
- Advertising/promotion approvals
- NDAs
- Contracts
- Purchase orders

Sample Customers



For More Information

Contact your account executive to learn more about how DocuSign can make sales reps more productive and reduce compliance risk.

About DocuSign

DocuSign® is the global standard for electronic signature®. 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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