

# PRAECIPIO

Praecipio is an IT consultancy founded in 2006. Its Atlassian Platinum Enterprise’s expertise and process focus that make it the choice of industry-leading companies to help them be the best at what they do.

## CHALLENGE

Praecipio is a DocuSign partner. It needed an e-signature integration that would work seamlessly with several of its applications and could provide traceability in the Atlassian suite. Praecipio wanted to track documents at the recipient level within DocuSign or the applications of Confluence and JIRA.

API integration was mission critical but so was having a mobile solution.

## SOLUTION

Praecipio started with DocuSign for Confluence, which is an integration between DocuSign and Atlassian’s Confluence publishing and collaboration tools. Developers from both companies worked cross-functionally to complete an out-the-door solution in about four months. “I would have expected a go-to-market solution like this to take far longer. Because of DocuSign’s assistance and their Restful APIs, we were able to get that done in four months,” recalls Steven Kling, Principal of Product Development.

The second use case was DocuSign for JIRA, which is Atlassian’s business process management tool, and a mobile solution was a high priority. “DocuSign already has an



## RESULTS

Seamless e-signature interface with multiple venues and platforms



15 – 20% improved time efficiency



Top of the line security to protect sensitive customer data

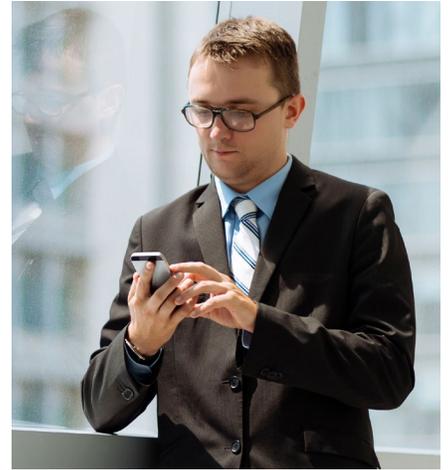


excellent mobile application which was appealing in this case. Frankly, they probably have the most mature API toolsets I've seen," says Kling.

## RESULTS

Not only does DocuSign offer the mobile solution Præcipio was looking for, but they report a 15 to 20% increase in efficiency and time saving. "We've effectively taken email out of the equation. We now get notification in real time from DocuSign Connect which eliminates two to three days from the (Statement of Work) SOW signing process," says Kling.

The DocuSign integration provides additional benefit to Præcipio's sales staff. "With Confluence, a rep gets notification automatically. And if he uses DocuSign Mobile, he gets it even faster," Kling remarks. And mobile functionality means agreements can be completed more efficiently as well. "I can act on agreements and release management from anywhere around the world. I can be in Singapore and I can still approve a release in real time," Kling concludes.



"DocuSign seamlessly integrates with multiple venues and multiple user interfaces that allow people to sign things wherever and whenever they need. Obviously this is a big benefit for us and our customers."

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### STEVEN KLING

PRINCIPAL OF PRODUCT  
DEVELOPMENT

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## ABOUT DOCUSIGN

DocuSign is changing how business gets done by empowering anyone to transact anytime, anywhere, on any device with trust and confidence. DocuSign keeps life moving forward.

## CONTACT

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