

PAY-PER



Money doesn't grow on trees. (No wonder it costs so much to keep using paper.)

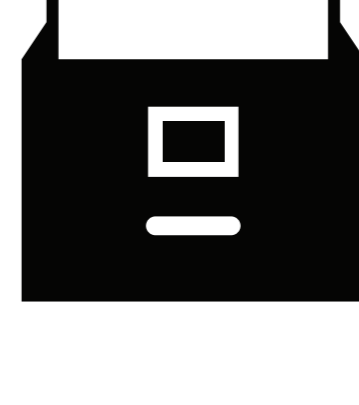
Whoever made up the saying "It's not worth the paper it's printed on," obviously had no idea just how much that piece of paper costs from a business standpoint. One study from Resources Information Systems Inc. (RISI) estimates companies spend about \$8 billion per year just managing paper. And that's only in the US. Expand that globally, and it's a world of pain.

Shuffling paper. It's a bad deal.



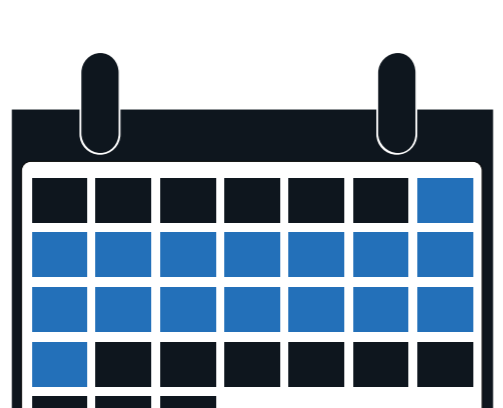
\$19K per year

That's how much the average information worker wastes in time chasing paper documents. (Source: IDC)



20% of paper records

Are misfiled, on average. (Source: ARMA International)



16 days a year

That's 30 minutes each day wasted searching for paper documents. (Source: Harmon.ie)



\$1,000 per ton

Typical bulk paper cost; one office worker uses about 100 pounds a year.



\$2.5-\$3.5 M/Year

Wasted by enterprises with 1,000 or more workers, searching for nonexistent information, not finding existing, or recreating documents. (Source: IDC)

Leaf the paper. Go Digital

Digital Transaction Management (DTM) can have a profound impact on operational costs, not only from a manpower standpoint, but real money out the door. For example, DocuSign has saved about \$9,300,000,000 in shipping costs if those documents were overnighted to/from a signer. Look how much green our customers are saving right now:

bluecircle

INSURANCE BROKERS



Reduced annual paper consumption by 60%.

CENTRIC DIGITAL



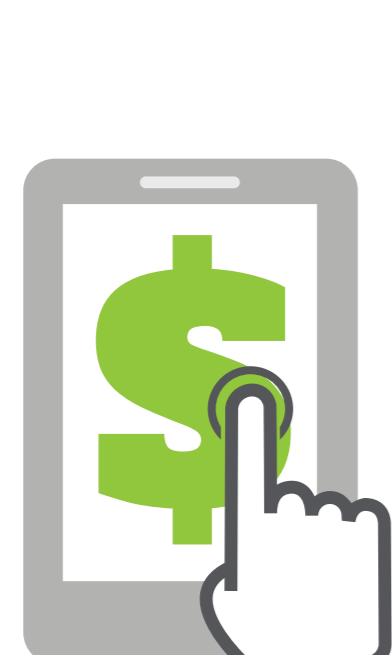
Saved up to \$200K annually by eliminating paper and equipment.



halfords

Eliminated paper, printing, & postage for more than 100,000 applications per year.

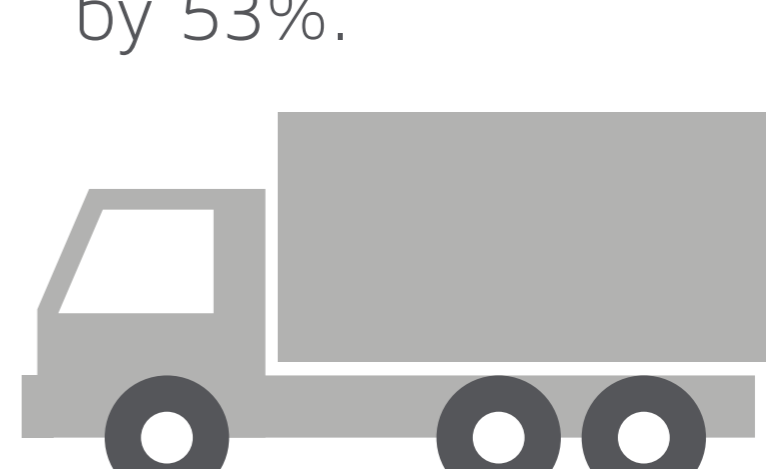
SAN DIEGO ZOO GLOBAL



Has saved more than 30,000 sheets of paper since launching in 2014.

YAMAHA

Cut physical delivery costs by 53%.



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BTW, we practice what we preach.

At DocuSign, we live the paperless mandate. The enemy is paper. Fax machines are non-existent and printers are hard to find in our offices. Our finance, HR, legal, IT, marketing, and sales ops revolve around digital-based workflows and interactions. We are, after all, determined to rid every workplace the world-over of paper. Starting with ours.