

## Modernize Government Contracts to Maximize Value

Government contracting is known for its complex and regulated processes. Considering additional variables from both direct and subcontracted relationships, it's no wonder your team spends tremendous energy staying abreast of operational commitments and regulations. Even maintaining standard paper processes or answering a standard audit can drive the team into overtime.

By modernizing your system of agreement, federal system integrators (FSIs) can capitalize on these significant benefits:

### Accelerate proposal creation and approval

Having a well-prepared, complete documentation early in the sales engagement cycle can help you avoid hang-ups in an otherwise lengthy contracting process. With contract lifecycle management, you can ensure that critical clauses and preapproved terms are easily populated into defense contracts. You can even seamlessly route revisions and negotiations through complex internal workflows.

### Answer tough questions easily

When management or a third-party assessor asks for agreement-related reporting, it's imperative for you to have your contracts in order. Rather than spend weeks manually compiling data, AI-driven contract analytics gives you the power to respond in mere days. You'll be able to answer regulatory questions and operational audits quickly with confidence that the information you provide is complete.

### Monitor existing agreements and minimize contract risk

Proprietary terms and amendments make it challenging to monitor how you're performing against commitments. But with the ability to intelligently analyze your agreements, you can more easily evaluate your performance against contractual obligations. You'll also be able to seamlessly navigate cross-border regulations such as ITAR and respond quickly to changing regulations.

### Optimize your agreements with insight into key performance metrics

Robust agreement analytics can provide visibility into business opportunities and risks across all your contracts. These insights can drive continual process improvements and eliminate terms that expose you to undue risk. In an industry where your bid is often measured by prior performance metrics, these optimizations can mean the difference between winning or losing a deal.

## DocuSign Agreement Cloud for Government

The DocuSign Agreement Cloud lets aerospace and defense FSIs focus on selling to federal agencies instead of managing mountains of documentation. The DocuSign Agreement Cloud brings together a suite of applications that allow you to serve government agencies better, faster and with less risk.

Defense contract  
spending was

**\$404<sup>B</sup>** in fiscal  
year 2019

a \$30 billion increase  
from the prior year

## eSignature

Send agreements, identify signers and execute signatures from practically anywhere, anytime—all tracked for real-time visibility and court-admissible evidence. eSignature is FedRAMP certified and pending IL4 certification.

## Insight

Using AI-driven algorithms, intelligently extract, search, analyze and compare clauses across all of your agreements, regardless of source or current format.

## CLM

Increase efficiency and reduce risk with seamless contract management—from creation and negotiation, through post-signature management and storage. CLM is FedRAMP certified and pending DoD IL4 certification.

## Integrations

Agreement Cloud is a truly platform-agnostic solution with over 350+ prebuilt integrations from leading platforms including Microsoft, Google Suite, Box, Oracle, ServiceNow and Salesforce. Works with SAP and other ERP providers and proprietary document management solutions.

## Minimize operational risk

Ensure peace-of-mind and accountability with built-in audit trails that stand up in court.

### Certification and Compliance

FedRAMP Moderate IL2 and pending DoD IL4\*  
ISO 27001, 27017, 27018  
PCI  
SOC1 & SOC2 audited  
CSA STAR  
GDPR  
BCR

\*eSignature and CLM

### Secure

AES-256 encryption (at rest)  
Multiple authentication methods  
Dedicated government cloud

### Auditable

Full audit trail (names, emails, IP addresses, locations)  
Full chain of custody (time-stamped sends, views, downloads)  
All downloads digitally signed and protected against tampering

## Use case examples

### Proposals and contracts

- Nonnegotiated bids
- Negotiated bids (RFP/RFQs)
- Sales contracts
- Subcontractor agreements
- Statements of work
- Master service agreements
- Renewal contracts

### Order management

- Contract amendments
- Purchase orders
- Change orders

### Billing

- Financing agreements
- Invoices
- Payment authorizations

### Much more

- NDA's
- Work orders
- Service agreements
- Internal approvals

To learn more, go to <https://www.docusign.com/government>



#### About DocuSign

DocuSign helps organizations connect and automate how they prepare, sign, act on, and manage agreements. As part of the DocuSign Agreement Cloud, DocuSign offers eSignature: the world's #1 way to sign electronically on practically any device, from almost anywhere, at any time. Today, more than 500,000 customers and hundreds of millions of users in over 180 countries use DocuSign to accelerate the process of doing business and to simplify people's lives.

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