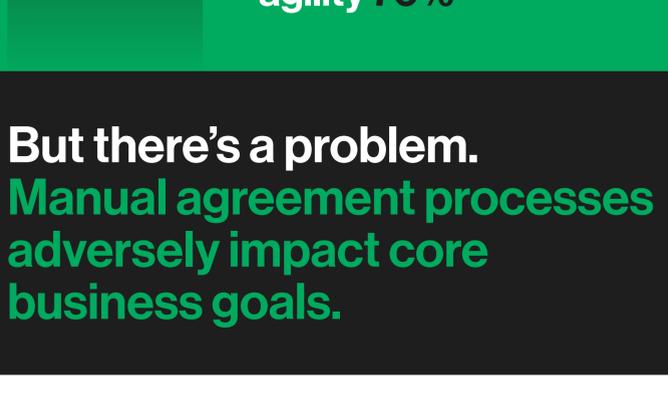


It's time to automate and connect the entire agreement process

Business runs on agreements. So why aren't they digital?

Top priorities for legal organizations today

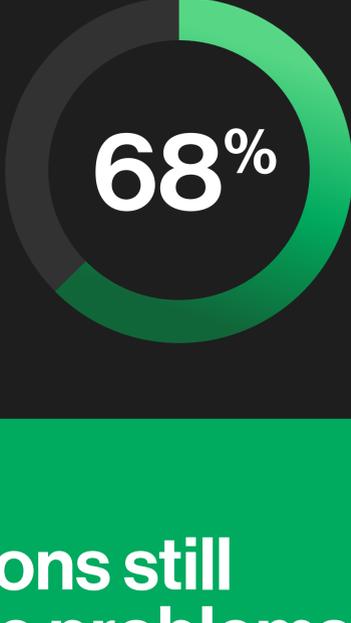


But there's a problem. Manual agreement processes adversely impact core business goals.

Manual processes have issues

- 44% Poor customer experience
- 43% Delays in recognizing revenue
- 41% Delays in starting projects
- 25% Legal and compliance risk

Many organizations have adopted e-signature as the first step. 68% of contracts are signed electronically on average.



But legal organizations still experience problems with manual processes before & after the signature

- #### Issues preparing agreements
- 62% Rework due to errors
 - 50% Inefficiency from re-entering data from systems to contracts
 - 49% Delays due to lengthy contract preparation process
- #### Issues acting on agreements
- 59% Manual routing of agreements
 - 53% Duplicate work re-entering data from contracts to systems
 - 48% Difficulty maintaining security and confidentiality
- #### Issues managing agreements
- 57% Inability to search agreements' full text
 - 44% Lack of visibility into the location and status
 - 44% Risk from inability to detect problematic contract language

The DocuSign Agreement Cloud helps organizations automate and connect the entire agreement process — allowing business to be done faster with:

- Less risk**
- Better experiences for customers, partners and employees**
- Lower costs**

Leaders who digitize see results

- 58% Improved customer experience
- 54% Shortened deal cycles
- 48% Improved collaboration across silos
- 48% Lowered error rates

“The biggest impact has been time to revenue. Now being able to get the process done in 6 hours or less, we're getting our money faster.”

DocuSign Customer

To learn more, download **The State of Systems of Agreement 2020**