Modernize Contract Workflows to Increase Productivity and Accelerate Revenue

The pandemic slowed clinical trials but it sped up the pace of digital transformation. Medical device leaders are making investments in new technologies to drive both improved business efficiency and customer experiences. Companies like yours are using eConsent to request, confirm and document informed consent. They are leveraging electronic signature capabilities in establishing purchasing agreements with partner companies to speed up manufacturing and protect the supply chain. And they are managing business risks with contract lifecycle management and contract analytics tools.

Reduce development cycle time and costs

Reduce manual steps, operate more efficiently and reduce errors by removing paper from the equation. Improve document turnaround time and completion rates while allowing your staff to stay focused on developing and commercializing products instead of chasing signatures on documents.

Improve the patient enrollment experience

Make clinical trial enrollment faster and more intuitive, freeing up time for more meaningful, higher-value interactions with patients and health care professionals. Access a broader, mobile patient population with fully digital trial recruitment and e-consents.

Simplify compliance, bolster cybersecurity and mitigate regulatory risk

Save time and mitigate risk exposure by connecting your systems with digital forms, consolidating agreements in one central location, and automatically tracking, validating and sharing agreements with regulatory bodies like the FDA. Easily verify compliance to regulations like 21 CFR Part 11 using digital audit trails. Protect data with solutions that meet and exceed some of the most stringent global security standards including ISO 27001 and SOC1/SOC2 standards.

Results

Boston Scientific

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<th>Before DocuSign</th>
<th>After DocuSign</th>
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<td>48% rate of not-in-good-order on key regulatory form</td>
<td>0 GDP errors</td>
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<td>36 manual stages to complete active release form</td>
<td>6 automated stages to complete active release form</td>
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<td>78% faster process on average</td>
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Support your manufacturing and supply chain evolution

Whether it be scaling up your production volumes or protecting against supply chain issues, quickly signed purchase agreements with vendors and partner sites are necessary for keeping your commercialized products in market. Ensure consistency and speed-to-agreement with powerful contract editing and template tools.

Eliminate sales hurdles

Complete sales agreements and service contracts faster—even when your staff is in the field and off the grid—allowing your sales reps to spend more time nurturing key relationships and providers to spend more time focusing on patients.

“We’re in the early stages right now, but we are processing claims faster, and we are getting paid far quicker—which means we earn revenue sooner. With DocuSign, we’re submitting claims days, weeks, even months faster.”

Marc Reynolds
President of Billing Operations
Precision Medical Products

Use case examples

Administration
HR forms
Nondisclosure agreements
Purchase orders
Sales contracts
Vendor contracts

Clinical operations
Clinical trial enrollment
Investigator forms
Patient informed consent

Commercial activities
Label change requests
Medical device sales and service
ePrescribe
Certification of medical necessity
Installation checklists

Compliance
Patient privacy protection
Training and approvals
Key opinion leader programs
Sunshine Act compliance
Medical device cybersecurity

Manufacturing/quality
Device tracking, history and master records
Electronic batch records
Field service reports
Quality agreements
Standard operating procedures (SOPs)
Validation plans

Patient engagement
Patient eConsent
Patient assistance documents
Patient portals
Patient telehealth
Patient privacy practices
The DocuSign Agreement Cloud for Medical Devices

The DocuSign Agreement Cloud for Medical Devices lets device manufacturers focus on getting products to market faster instead of on paperwork. From procurement contracts and investigator onboarding to equipment calibration verification and more, DocuSign customers are digitally transforming the many processes that require agreements or sign offs. The result is increased employee productivity, better patient experiences throughout clinical trials, strengthened healthcare provider relationships and faster time to market for new treatments.

eSignature
Get signatures faster with automated workflows, encrypt all documents and data in transit and at rest, and access a fully traceable, tamper-proof audit trail and exportable certificate of completion.

21 CFR Part 11 Module and Validator for Life Sciences
Meet the electronic records and signature requirements for 21 CFR Part 11 in the United States, European Union, Japan and other countries. Simplify validation testing and documentation with reports containing screenshots of internal DocuSign tests, details on the tested provision, and the results.

Insight
Find and analyze clauses within your agreements using artificial intelligence.

Identify
Securely verify signers’ identities before they access an agreement by analyzing security features in government photo IDs and European eIDs and matching the name on the agreement against the name on the ID.

DocuSign CLM
Streamline the entire contract lifecycle process—accelerating the pace of doing business and improving employee and customer experience through automated signature workflows, redlining and version control. Easily prepare, modify and store contracts with document generation and a central repository.

Integrations
Easily embed DocuSign into your existing tools with 350+ pre-built integrations, like Oracle, Salesforce, Workday, Box, Veeva, and Microsoft.

Learn more about how DocuSign Agreement Cloud can help your medical device team.

“There is no longer any need to track down ‘lost’ documents. Additionally, instead of waiting until the end of the day to manually pass documents along, the system can notify the next person in line the minute their action is required.”

Gord Keith
Technical Operations Manager
Thermo Fisher

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, over a million customers and more than a billion users in over 180 countries use the DocuSign Agreement Cloud to accelerate the process of doing business and simplify people’s lives.