

## 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.

**60%**

of life sciences organizations have adopted e-signature in the last 2 years

**60%**

of those plan to increase usage of e-signature in the next 2 years

(Source)

## Results

Boston Scientific

**Before  
DocuSign**

**After  
DocuSign**

**48%**

rate of not-in-good-order on key regulatory form

**0**

GDP errors

**36**

manual stages to complete active release form

**6**

automated stages to complete active release form

**78%**

faster process on average

## 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.

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**“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

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### 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.

DocuSign, Inc.  
221 Main Street, Suite 1550  
San Francisco, CA 94105

[docusign.com](https://www.docusign.com)

For more information  
[sales@docusign.com](mailto:sales@docusign.com)  
+1-877-720-2040