

## Drive Strategic Value With Centralized Contract Management

Government procurement leaders have the important responsibility to drive the best value contracts and solutions to meet agency and community needs. To support this mission, procurement teams need to manage multiple critical processes that lower risk, ensure policy compliance and improve supplier data transparency. However, 53% of organizations lack the systems needed to easily find, manage and audit agreements. By eliminating paper and centralizing contract management, the DocuSign Agreement Cloud can help agencies save money, accelerate contract turnaround times, and comply with reporting requirements.

### Centrally manage digital contracts

#### Enhance transparency and collaboration across multiple departments

Gain control and insights into vendor contracts by managing them all from one place. Analyze data, report on contract performance, track various stages of contracts, and automatically route actions to the right stakeholders within a single system of record.

### Minimize risk and support process compliance

#### Manage compliance with contract regulations and understand contract risks and obligations

By integrating DocuSign Agreement Cloud with your preferred procurement ERP system, you can also enhance vendor visibility, monitor risk exposure, identify saving opportunities, and ensure business owners follow the process and fill out forms correctly.

### Save time and costs

#### Maintain consistent contracting turnaround times and identify saving opportunities

Accelerate the entire process, from contract preparation to legal and compliance review to final signing. Easily scan quotes to identify which bids offer the best value and stay on top of renewals and expirations.

### Get full value from your existing technology

#### Increase procurement's value with pre-built integrations, including SAP and Oracle

Integrate across multiple systems to check, verify and maintain data integrity. Together with your preferred procurement software, you can fully leverage your technology investments across your supply chain and the various functions within your organization.

## Results

**93% faster**

cycle time

Oregon Health Authority

**\$4m saved**

with digital procurement

Spring Branch ISD

**9x faster**

procurement cycle

City of Memphis

**800% increase**

in DocuSign usage

California Natural Resources

**“We’ll see a quick ROI because time is just as valuable as dollars—and we’re saving time all around with DocuSign.”**

**Kimberly Bailey**

Chief Information Officer

City of Memphis

# The DocuSign Agreement Cloud for procurement

The DocuSign Agreement Cloud for procurement centralizes and streamlines each stage of the acquisition and procurement process. Automation and digitization increases visibility into the full lifecycle of supplier management, helps control costs, and decreases risk in the supply chain. From RFPs and MSAs to supplier contracts and financing agreements, DocuSign helps transform the way you manage contracting.

## eSignature

Send and capture signatures for supplier agreements in minutes from virtually anywhere, on any device, while maintaining a complete audit trail.

## DocuSign Notary

Sign and notarize documents remotely and electronically via a secure audio-visual session. Mitigate risk with a robust audit trail that includes a tamper-evident recording and electronic journal.

## DocuSign CLM

Manage the full agreement lifecycle for complex contracts with document generation, redlining, real-time negotiation, automatic routing to the right stakeholder to sign, drag-and-drop workflows, and powerful search. Understand what's in your supplier agreements with AI-driven contract analytics to search, filter and compare contracts across your portfolio—plus streamline the negotiation process before you sign.

## Integrations

Easily embed DocuSign into your existing tools with 350+ pre-built integrations, like SAP Ariba, SAP Fieldglass, Oracle and many more.

# Government use case examples

## Sourcing & RFP

- Nondisclosure agreements (NDA)
- Requests for proposals (RFP)
- Vendor application
- Quotes
- Bidding documents
- Waiver
- Exceptions
- Memo of understanding
- Internal approval

## Contracting

- Master service agreements
- Service level agreements
- Vendor contracts
- Stocking agreements
- Partnership agreements
- Terms and conditions

## Receive Goods

- Specification
- Gate in/out
- Shipment authorization
- Bill of lading
- Quality assurance acceptance
- Return authorization

## Purchasing

- Statements of work
- Agreement reviews
- Version tracking
- Legal redlining
- Alerts and status tracking
- Final contract external execution
- Purchase requisitions and work orders
- Sole-source justifications
- Amendments
- Change orders
- Extensions
- Addendum

## Vendor Management

- Vendor onboarding documents
- Vendor risk questionnaire
- Vendor compliance documents
- Lease and land management
- Audit documents

## Payments

- Invoicing
- Account statement
- Credit note request



### 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.

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