DocuSign®

Eliminate contract stall and close deals faster

Business sales are getting more and more complex. According to Gartner, the average business-to-business purchase takes 16.7 weeks and involves 9.6 people on the buying side. Companies are using platforms like CRM and CPQ to centralize data and streamline the complex sales process, but there's plenty of pain points along the way—getting an agreement completed prime among them. Sixty-four percent of companies say the contract approval process causes lost or stalled deals. It's easy to see why. The contracting process lies at the heart of every sale, yet it hasn't changed in decades. It's time for an upgrade. DocuSign delivers a modern system of agreement that closes sales fast for a great experience all around.

Faster sales

Get revenue on the books in minutes rather than weeks or even months with an automated agreement process from contract generation and signature to storage and management.

No more copy/paste

Let sales spend more time with customers by minimizing the tedious work of keying in data, chasing contracts, and getting approvals. DocuSign makes sales easy by minimizing manual processes (and errors) across the agreement process.

Cut costs

Manual processes mean high costs, especially with a highly complex process like a business-to-business sale. Using DocuSign cuts those costs, saving customers $36 per transaction on average.

A great experience

Businesses increasingly expect a consumer-grade experience, meaning they want a fast, convenient, technology-based buying process. Make things easy on them with a modern contracting process.

Results

90%
of sales contracts completed in one day (Salesforce)

20% more
customers had a positive sales experience (Refinitiv)

300% higher
usage of Salesforce (DuPont)

2,195% ROI
with DocuSign (Wyndham)

Zero errors
down from 70% (Yamaha)

$4–6M saved
annually at $17/transaction (Microsoft)

"The DocuSign Agreement Cloud makes it easier for our customers to do business with us, easier for our staff to do business with our customers, and it makes it easier on the environment. It's a win for everybody."

Alan Bronowicz
Head of Business Process Management
Refinitiv

The DocuSign Agreement Cloud for Sales

Closing the deal means a contract that can get complex fast: customizing the right template, negotiating with the customer, getting through layers of legal approval on both sides, entering data in multiple systems, making sure services are delivered, and on and on. The DocuSign Agreement Cloud brings together a comprehensive set of applications and integrations to make sales easy and fast, eliminate errors, and deliver a modern buying experience.

DocuSign CLM

Manage the full agreement life cycle for complex contracts with automated generation, real-time negotiation, drag-and-drop workflows, and powerful search.

eSignature

Complete agreements in minutes with beautiful mobile forms that work on virtually any device, anywhere.

Negotiate for Salesforce

Accelerate deals by automating the generation and negotiation of customized agreements from Salesforce.

Insight

Use artificial intelligence to identify and analyze risks and value opportunities across all of your sales agreements.

Integrations

Easily embed DocuSign into your existing tools with 350+ pre-built integrations, like Salesforce CRM and CPQ, Microsoft Dynamics, and Oracle.

To learn more, go to docusign.com/sales

Use case examples

Proposals and contracts
Sales contracts
Statements of work
Master service agreements
Quotes
Proposals
Discount lists
Renewal contracts

Order management
Contract amendments
Purchase orders
Change orders

Billing
Financing agreements
Invoices
Payment authorizations

Much more
NDAs
Work orders
Service agreements
Internal approvals

DocuSign Agreement Cloud

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