

## Top 10 Reasons Why Healthcare and Life Sciences Companies Choose DocuSign

### 1/ Healthcare and life sciences industry leader

Twelve of the top 14 global pharmaceutical companies and 14 of the top 15 global medical device companies use DocuSign. Over hundreds of hospitals, home health organizations and leading healthcare ecosystem players utilize DocuSign to improve the patient and physician experience. Organizations like AstraZeneca, Boehringer Ingelheim, IQVIA, Children's Hospital of Los Angeles, McKesson, Covered California, and American Homepatient are using DocuSign eSignature to simplify operations and deliver a better patient experience.

### 2/ Faster processes at lower cost

Eighty-two percent of DocuSign agreements are completed in less than 24 hours. Healthcare and life science organizations save an average of \$36 per document using DocuSign eSignature compared to traditional paper processes and gain an average of 9 days faster turnaround time. Since 2003, DocuSign customers have saved approximately 20 billion sheets of paper with an eco-friendly digital process and have preserved over 2.5 million trees required to make paper.

### 3/ Exceptional customer experience

The DocuSign Agreement Cloud makes it easy to interact with patients, physicians, researchers, and vendors anytime and anywhere, providing the flexibility you need to complete agreements in an accessible and secure way. The Agreement Cloud helps automate and connect the entire agreement process, including core businesses systems such as CRM and ERP, eliminating the need to manually re-key patient data or hunt down a physician signature for physician orders.

### 4/ World-class protection

DocuSign is ISO 27001:2013 certified – the highest level of global information security assurance available today to protect your documents and data. We perform regular internal audits of our privacy practices and undergoes regular external audits to maintain globally recognized certifications and attestations, including SOC 1 Type 2, SOC 2 Type 2 and PCI Data Security Standard. All documents and data are encrypted in transit and at rest.

### Organizations using DocuSign

AstraZeneca 

Boehringer  
Ingelheim

IQVIA

Children's  
Hospital  
LOS ANGELES 

**MCKESSON**

COVERED  
CALIFORNIA

AMERICAN HOMEPATIENT

### Since 2003

**20B**  
sheets of paper saved

**2.5M**  
trees preserved

## 5/ A trusted partner

We constantly track global regulations to ensure our platform adheres to international and U.S. security and data privacy standards. DocuSign has helped customers from small biotech to large multinationals adhere to compliance standards like SOX, 21 CFR Part 11, Annex 11, HIPAA, and SAFE-BioPharma, simplifying compliance by providing a BAA. Multiple levels of verification and encryption protect Personal Health Information (PHI) for complete privacy, in line with HIPAA compliance standards.

## 6/ Global reach and acceptance

More than 500,000 customers and hundreds of millions of users in over 180 countries, including the European Union, use DocuSign. We recognize the privacy rights of our prospects, customers, and partners and adhere to global privacy regulations, including the European Union's General Data Protection Regulation (GDPR). You can sign agreements in 43 languages and send them in 13. DocuSign Standards Based Signatures allows customers to sign using digital certificates for advanced and regulated use cases including eIDAS AES and QES.

## 7/ Robust healthcare and life sciences partner ecosystem

We've worked hard to build relationships with leading HLS organizations such as: SAFE-BioPharma, Exostar, USDM Life Sciences, Oracle, Microsoft Office 365, MD Staff and many others. DocuSign integrates with key technologies and validation partners to help organizations meet compliance requirements and stay fully digital.

## 8/ Industry-leading product innovation

DocuSign CLM was ranked a leader in the Forrester Wave for contract lifecycle management. DocuSign pioneered eSignature and we have one of the largest workforces in the world dedicated to agreement technologies, which means we will continue to deliver the most innovation going forward, to keep you a leader in your field.

## 9/ High availability

DocuSign eSignature maintains a scalable, high-performance, high-availability platform that provides continuous availability across the globe and is built for zero data loss during catastrophic events with native redundancy.

## 10/ Award-winning APIs and pre-built integrations

With over 350+ pre-built integrations, the DocuSign Agreement Cloud has the industry's most connectivity, lowering the cost and risk of making things work together, and accelerating time to results. DocuSign helps you get the most out of technology systems you're already using with partners like IQVIA, Veeva, Salesforce, SharePoint, and Kno2.

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### 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, more than 500,000 customers and hundreds of millions of users in over 180 countries use DocuSign to accelerate the process of doing business and to simplify people's lives.

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