

## DocuSign for Forests

From the very beginning, environmental sustainability has been an important part of the DocuSign story. Our core eSignature product alone has replaced billions of pieces of paper, along with the waste, water, carbon and wood required to make that paper.

This core strength—along with our belief that DocuSign has an important role in creating a low-carbon, sustainable future—led us to launch **DocuSign for Forests** in 2019, including support for nonprofit organizations protecting the world's forests and an environmental impact calculator in our core eSignature product.

Forests are important to humanity. They serve as the lungs of the Earth, cleaning the air and providing us with the oxygen we need to breathe. They are also a critical asset in the fight against climate change, accounting for a significant amount of the emissions reductions required to avoid the worst potential environmental effects.

DocuSign for Forests is a critical piece of DocuSign's climate strategy, as we move toward fulfilling our goal to be carbon neutral. Our hope is that the aggregate impact of our operational efforts to be carbon neutral plus the paper-saving benefits of our products and our philanthropic commitments to the world's forests will mean that we are effectively going beyond being neutral and are in fact a net positive in addressing the climate crisis.

DocuSign for Forests provides financial support to nonprofits that are doing critical work to protect the world's forests. To date, we've committed more than \$3 million to nonprofit partners such as the Jane Goodall Legacy Foundation, the Wilderness Society, Rainforest Trust, The Nature Conservancy, Trees for Cities and Friends of the Urban Forest to further our fight to preserve the forests across the globe.

### The environmental impact of DocuSign\*

Since 2003, DocuSign and our customers have saved an estimated:

**20B**

sheets of paper

**3B**

gallons of water

**1B**

pounds of wood

**3M**

trees

**2.4B**

pounds of CO<sub>2</sub>

**167M**

pounds of waste

#### Calculating the benefits of paperless processes

To help improve awareness of sustainability efforts, we've included an environmental impact calculator in eSignature, our core product. This calculator is powered by the Environmental Paper Network, a nonprofit that promotes more sustainable paper consumption and production. It gives customers exact details of the work they're doing to create a low-carbon, sustainable future by estimating how much wood, water, waste and carbon is saved with eSignature.

#### Employees taking action

Through the DocuSign IMPACT initiative, employees have volunteered thousands of hours at organizations promoting healthier forests. Through hands-on and virtual volunteer opportunities, the DocuSign team has planted trees, sponsored a hackathon for new forest technology and fought for the forests in a range of other ways.

#### Committing to carbon neutral operations

As part of our ongoing environmental efforts, DocuSign has made a commitment to be operationally carbon neutral by the calendar year 2022. As a first priority, our goal is to reduce our emissions, such as those generated by air travel, and we will also invest in nature-based solutions (such as tree-planting and better forest management) to match the balance. We believe there is an opportunity to reimagine how business is done and we want to help lead the way both in partnership and practice.

\* Estimates of paper savings are current as of January 2021 and are based on the aggregate number of transactions via DocuSign eSignature since the company was founded in 2003. The model assumes that recipients of a document would print the document once, on average. DocuSign uses the Paper Calculator from the Environmental Paper Network's Paper Calculator Version 4.0 to estimate the environmental savings from reduced paper usage. Since not all paper comes from virgin tree fiber, the estimate of environmental impact from reduced paper usage assumes a recycled content percentage of 10%, slightly higher and more conservative than the 8% estimate contained in the Environmental Paper Network's 2018 State of the Global Paper Industry Report. The Environmental Paper Network's Paper Calculator uses data from North America. For more information on the Paper Calculator, please visit: <https://c.environmentalpaper.org/about.html>. DocuSign recognizes that its operations create environmental impacts, such as carbon emissions from data centers and employee travel. The environment is a key stakeholder in our business, and we will continue to prioritize activities to reduce the environmental impact of our business, such as emissions from operations, to maximize the benefits of using DocuSign's digital processes over paper-based alternatives.

### Supporting our nonprofit customers' missions

At DocuSign, we're committed to supporting nonprofit partners in their efforts to achieve their missions. In addition to grants, DocuSign's nonprofit team provides expert resources to nonprofit customers to assist with sales, marketing and implementation efforts.

As part of DocuSign's mission to build business tools that are more agreeable for the environment, we offer nonprofits a suite of digital tools to manage every step in the agreement process. The DocuSign Agreement Cloud is bigger than just eSignature, serving as a central platform that connects to all of a modern nonprofit's systems of record.

Because we believe in the powerful work that nonprofits do, we want to help them be more successful. Here's a quick glimpse into some of our innovative customers:

- **Jane Goodall Institute:** Dr. Jane Goodall discovered that when we put local communities at the heart of conservation, we improve the lives of people, animals and the environment. JGI advances Dr. Goodall's holistic approach through a tapestry of nine strategies that build on each other and bring the power of community-centered conservation to life.
  - Products/use cases: eSignature
- **Forest Stewardship Council:** Has a mission to ensure that forests are safeguarded through sustainable management to thrive environmentally, socially and economically. Together, DocuSign and FSC sponsor hackathons to create new eco-friendly technology.
  - Products/use cases: eSignature and CLM

Learn more about how your organization can benefit from digital agreements at the [DocuSign for Nonprofits website](#).

### DocuSign for Forests grantees



**"We're very excited to implement DocuSign CLM to help us manage our agreement process across all touchpoints. That means managing edits, going through legal reviews and negotiating details with our partners. DocuSign CLM is truly simplifying a massively complex administrative process."**

Michael Marus  
CIO  
Forest Stewardship Council