DocuSign®

Automate the generation and negotiation of customized agreements from Salesforce.

Accelerate your sales process with DocuSign Negotiate for Salesforce.

Sales suffer when document generation, negotiation, and approvals are done manually. Sellers are less productive. Agreements include data-entry mistakes. And deals take longer to close.
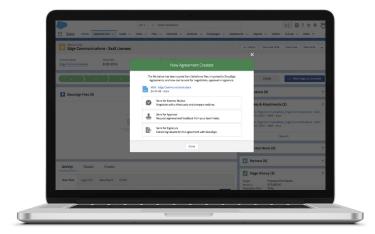
DocuSign Negotiate for Salesforce accelerates the generation, negotiation and approval of customized agreements from Salesforce.

With Negotiate, reps can automatically generate agreements from customer, product, and pricing data in Salesforce. They can also insert or exclude content based on business rules that reference Salesforce data, such as deal size. Reps can then use Negotiate to collaborate with internal and external reviewers for negotiation and approvals. Everything is tracked centrally, with version control and an audit trail of who did what and when. And it's all integrated with Salesforce and with DocuSign eSignature. That means you can automate from generating to negotiating to signing the agreement, then automatically storing it back in Salesforce.

With this new level of automation, you can increase productivity, reduce business risk, and accelerate time to close.

Use cases

Quotes

Invoices

Proposals

Non-disclosure agreements (NDAs)

Master Service Agreements (MSAs)

Statements of Work (SOWs)

Contract Amendments

Key capabilities

Simplified collaboration
Enable efficient collaboration through internal approvals, external reviews, and document redlining.

Version control
Maintain a central, version-controlled record of an agreement's changes during negotiation.

Merged data from Salesforce
Eliminate data entry errors by automatically pulling in Salesforce customer, product, and pricing data.

Conditional content
Leverage business rules to drive the inclusion or exclusion of content sections by factors like geography and deal size.

Dynamic tables
Generate a quote or invoice that includes properly formatted tables.

Document history
Automatically track document activity for easy auditing.

Admin-friendly
Drive immediate impact on your sales cycles with easy set-up.

Try it now.

Step 1

Download and install the DocuSign Negotiate for Salesforce app from the Salesforce AppExchange. Activate the 30 day free trial.

Step 2

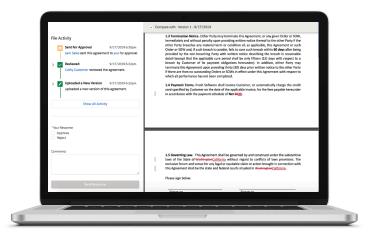Connect your DocuSign account and configure templates easily with step-by-step guidance.

Step 3

With a few clicks, your sales reps can generate agreements, initiate collaboration, and send for signature using DocuSign eSignature for Salesforce.[1]

Automate and connect your agreement processes at every stage of the sales cycle.

DocuSign Negotiate for Salesforce is part of the DocuSign Agreement Cloud for Salesforce, a suite of applications and integrations that automate how agreements are prepared, signed, acted on, and managed — all within Salesforce. DocuSign Negotiate for Salesforce works seamlessly with DocuSign eSignature for Salesforce so you can do business faster, and with greater accuracy at every stage of the sales cycle.

Ready for the next step?

Talk to your DocuSign Sales representative about a demo of **DocuSign Negotiate for Salesforce**.

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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