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## A recipe for happy customers and business success

The restaurant industry is rapidly evolving, and the pressures to grow the business, appeal to health-conscious customers and ensure smooth-running operations are higher than ever. To survive – and thrive – restaurant groups need to tighten their supply chains, deliver personalized experiences that foster customer loyalty and comply with shifting compliance requirements. By modernizing agreement processes, operators can increase supply chain visibility and reduce the time spent orchestrating contracts. Less time managing leaves more time for creating a superb dining experience for customers.

### Delight customers

Build customer loyalty and increase upsells with automated reward programs and the ability to engage across channels; grow a loyal following and offer new services like self-service catering and events.

### Streamline operations

Accelerate complex contracting processes like routing agreements between groups and their franchisees. Speed up approvals by automatically triggering next steps in the process. Never miss a renewal or expiration again.

### Establish a single source of truth

Process high volumes of vendor, supplier and operational documents while simultaneously eliminating errors. Spot trends across restaurants, operators and real estate. Power real estate negotiations with quick access to historical contractual terms and provisions, and also track compliance with an automatic audit trail.

### Create a sustainable business

Eliminate paper-based contracts and make your supply chain more efficient. With improved collaboration among your foodservice vendors, you can cut waste, improve safety and avoid unexpected product shortages.

## Results

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**300% efficiency increase**

with supplier contract automation  
RSI/Burger King

**97% faster**

processing time for franchise agreements  
McDonald's

## The DocuSign Agreement Cloud for Restaurants

The DocuSign Agreement Cloud for Restaurants unblocks traditional document and contract management bottlenecks across franchise management processes and corporate-wide procedures, allowing you to drive operational efficiency, reduce overhead and increase sales.

### eSignature

Securely send and sign agreements electronically and streamline the preparation and sending of agreements.

### Contract Lifecycle Management

Gain visibility, increase efficiency and reduce risk with automatic, seamless contract management from creation and negotiation through post-signature actions and storage.

### Click

Stay in compliance with GDPR, CCPA and other privacy legislation by capturing legally binding consent to standard agreement terms with a single click and administering to large audiences with no code required.

### Intelligent Insights

Locate and analyze clauses within your agreements, indexed across multiple DocuSign eSignature accounts, internal systems and external storage.

### Integrations

Easily embed DocuSign into your existing tools with 350+ prebuilt integrations, like FranConnect, Salesforce and Square.

To learn more, go to [docusign.com](https://docusign.com)

## Use case examples

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### Construction and real estate

- Build-to-suit agreements
- Building leases and acquisition agreements
- Building maintenance agreements
- Change orders
- Delivery notices
- General contractor agreements
- Inspection forms
- Permitting requests
- Purchase orders
- Signoffs
- Work orders

### Customer experience and loyalty

- Banquet event orders (BEOs)
- Catering contracts
- Event contracts
- Loyalty program agreements
- Sales contracts

### Franchise growth and management

- Applications
- Contracts
- Leases for franchisor-owned locations
- Onboarding checklists
- Purchase agreements
- Renewals
- Subleases
- Training verifications

### Supply chain and restaurant operations

- Bill of lading
- Food safety compliance forms
- Health and safety compliance forms
- Invoicing and payments
- Nutritional information forms
- Supply/delivery acceptance forms
- Vendor agreements

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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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