

## eSignature for Defense Manufacturers and Federal Systems Integrators

Government contracting is known for its complex and paper-heavy regulated processes. Contractors and federal systems integrators need to manage approvals from a wide range of internal and external parties and flow down agency requirements to a broad network of subcontractors and suppliers. Even answering a standard audit can drive the team into overtime.

DocuSign eSignature enables defense contractors and federal systems integrators to manage documents, approvals and workflows faster, at a lower cost so they can help our warfighters fulfill their mission.

### Accelerate proposal creation and approval

- Eliminate the manual work that cause delays processing NDAs, teaming agreements, and subcontracts
- Accelerate turnaround times
- Mitigate contract and security risk
- Enable teams to securely send agreements to internal and external parties for electronic signature
- Improve visibility into the process with certificate of completion and audit trail

### Streamline processes to better meet production schedules and delivery

- Handle complex approval processes with easily configured e-signature workflows
- Minimize document errors and risk in the supply and production chains

### Manage a wide-range of SKUs and subcontractor agreements

- Extend the value of Supplier Relationship/ Supply Chain Management Systems with integrated electronic signatures
- Scales up to support complex supply chain management use cases

### Enhance overall quality control in aerospace and defense manufacturing

- Help meet DPAS delivery assurance requirements quickly
- Streamline ASQR-01 sign-offs
- Speed up audit processes

### Get up and running quickly

- Deploy in weeks, not months
- Configurable with clicks, not code
- Minimize burden on IT and developer resources
- DocuSign has a full public sector-dedicated Enterprise Support team

## Results

**38.5%**

improvement of turnaround time on teaming agreements with eSignature by a federal systems integrator

**\$36 saved**

per document on average across all lines of business with DocuSign eSignature

## The DocuSign Agreement Cloud

For broader document management use cases before and after the signature, there is the DocuSign Agreement Cloud. The DocuSign Agreement Cloud lets defense contractors focus on serving federal agencies instead of managing mountains of documentation. The DocuSign Agreement Cloud brings together a suite of applications that allow you to serve government agencies better, faster and with less risk.

### eSignature

- Send agreements, identify signers, and execute signatures from practically anywhere, anytime
- Digital audit trail, with a Certificate of Completion that provides non-repudiation for all documents generated and signed using DocuSign
- FedRAMP Moderate authorization
- DOD IL4 provisional authorization

### Insight

Using AI-driven algorithms, intelligently extract, search, analyze and compare clauses across all of your agreements, regardless of source or current format.

### CLM

- Generate documents from fields in your system of record
- Negotiate and manage document workflows
- FedRAMP Moderate authorization
- DOD IL4 provisional authorization

### Integrations

The DocuSign Agreement Cloud has over 350 prebuilt integrations from leading platforms, including Microsoft Outlook, Sharepoint, Word and Dynamics; Google Workplace, Box, Oracle, ServiceNow, Salesforce, SAP ERP, SAP Ariba, SAP SuccessFactors, SAP Customer Experience, and SAP FieldGlass, as well as other ERP providers and proprietary document management solutions.

## Use case examples

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### Proposals and contracts

- Non negotiated bids
- Negotiated bids (RFP/RFQs)
- Sales contracts
- Subcontractor agreements
- Statements of work
- Master service agreements
- Renewal contracts

### Quality Assurance/Quality Control

- CMMC certification
- AS9100
- ISO9000

### Order management

- Contract amendments
- Purchase orders
- Change orders

### Billing

- Financing agreements
- Invoices
- Payment authorizations

### Much more

- Vaccination status of employees and subcontractors
- NDA's
- Work orders
- Field service agreements
- Internal approvals
- SF86 security clearance forms
- Teaming 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, over a million customers and more than a billion users in over 180 countries use the DocuSign Agreement Cloud to accelerate the process of doing business and simplify people's lives.

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