

## Get strategic with centralized contract management

Traditionally, procurement focused on acquiring products and services for the best price. But today's procurement teams are expected to do more than control expenses. Organizations expect procurement to be a strategic value driver, delivering business insights to executives that result in better decisions. As such, managing legal and regulatory exposure, ensuring proper risk management and governance, and providing valuable intelligence to key stakeholders and business sponsors are the purview of modern procurement. However, 53% of organizations lack the systems needed to easily find and manage agreements.<sup>1</sup> By eliminating paper and centralizing contract management, the DocuSign Agreement Cloud changes that.

### Manage contracts centrally

Gain control and insights into supplier agreements across your organization by managing them all from one place. Track various stages of contracts and automatically route to the right stakeholders with a single system of record, accelerated timeline, and improved user experience.

### Minimize risk and ensure process compliance

Identify high-risk and high-value terms, perform accurate spend analysis, understand contract risks and obligations, and reduce procurement costs. By integrating DocuSign Agreement Cloud with your preferred procurement ERP system, you can also enhance supplier visibility, monitor risk exposure, identify saving opportunities, and ensure business owners follow the process and fill out forms correctly.

### Improve business outcomes

Index, search for, sort, review, and compare contract data, and with AI-driven analytics, easily review key clauses to ensure that you're using the most beneficial terms and that hard-negotiated payment terms are being enforced. These capabilities, in turn, enable procurement to better identify synergies and source strategic new technologies and vendors, improving the quality of goods and services while maintaining competitive pricing.

### Reduce time and hassle

Minimize manual processes and errors across the contract lifecycle and reduce time and hassle by automating the agreement process for supplier contracts, from contract generation and redlining to signing, storing, and managing. This ability to monitor complex changes, reduce mistakes, and automate approval and signing process across different devices, enables you to focus your time on negotiating the best terms for your company and other value-added activities.

## Results

**93% improvement**

in turnaround time, from 76 days to 4  
Hewlett Packard

**\$30,000 in savings**

on print and postage  
Wellmark

**Seamless integration**

with Sharepoint  
Restaurant Services, Inc.

**2 hours cycle time**

down from 2 weeks  
Toshiba

**50% faster completion**

of procurement tasks  
T-Systems

**“At HP, we really consider DocuSign to be more than an e-signature process, it is a digital enterprise solution.”**

**Nick Gunn**

Hewlett-Packard Company  
Senior VP of Global Procurement

## The DocuSign Agreement Cloud for Procurement

The DocuSign Agreement Cloud for Procurement increases visibility into the full lifecycle of supplier management, centralizes and streamlines the management of supplier agreements across the procure-to-pay process, and helps control costs and decrease risk in the supply chain. From RFPs and MSAs to supplier contracts and financing agreements, DocuSign helps transform the way you manage suppliers.

### eSignature

Send and capture signatures for supplier agreements in minutes from virtually anywhere, on any device, while maintaining a complete audit trail.

### DocuSign CLM

Manage the full agreement lifecycle for complex contracts with document generation, redlining, real-time negotiation, automatic routing to the right stakeholder to sign, drag-and-drop workflows, and powerful search.

### DocuSign Insight and DocuSign Analyzer

Understand what's in your supplier agreements, with AI-driven contract analytics to search, filter and compare contracts across your portfolio – plus streamline the negotiation process before you sign.

### Integrations

Easily embed DocuSign into your existing tools with 350+ pre-built integrations, like SAP Ariba, SAP Fieldglass, Oracle, and many more.

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

## Use case examples

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### Documents

- Supplier agreement
- Nondisclosure agreements
- Statements of work
- Master service agreements
- Terms and conditions
- Sole-source justifications
- Risk waivers and exceptions
- Amendments and change orders
- Purchase requisitions and work orders
- Lease and land management

### Management

- Supplier contracts and constraints
- Contract enforcement
- Requests for proposals
- Service levels
- Agreement reviews
- Supplier sourcing and selection
- Version tracking
- Legal redlining
- Alerts and status tracking
- Stakeholder management and rules of engagement
- Final contract external execution

### Compliance

- Contracts
- Internal audit and reporting
- Suppliers
- Invoicing and payment
- Unmanaged spend control

### Contingent workforce management

- Employee contract/offer letters
- Enterprise resource planning/HR information systems integration
- Background checks workflows

### Notes

<sup>1</sup> The State of Systems of Agreement 2019, a commissioned study conducted by Forrester Consulting on behalf of DocuSign.

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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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