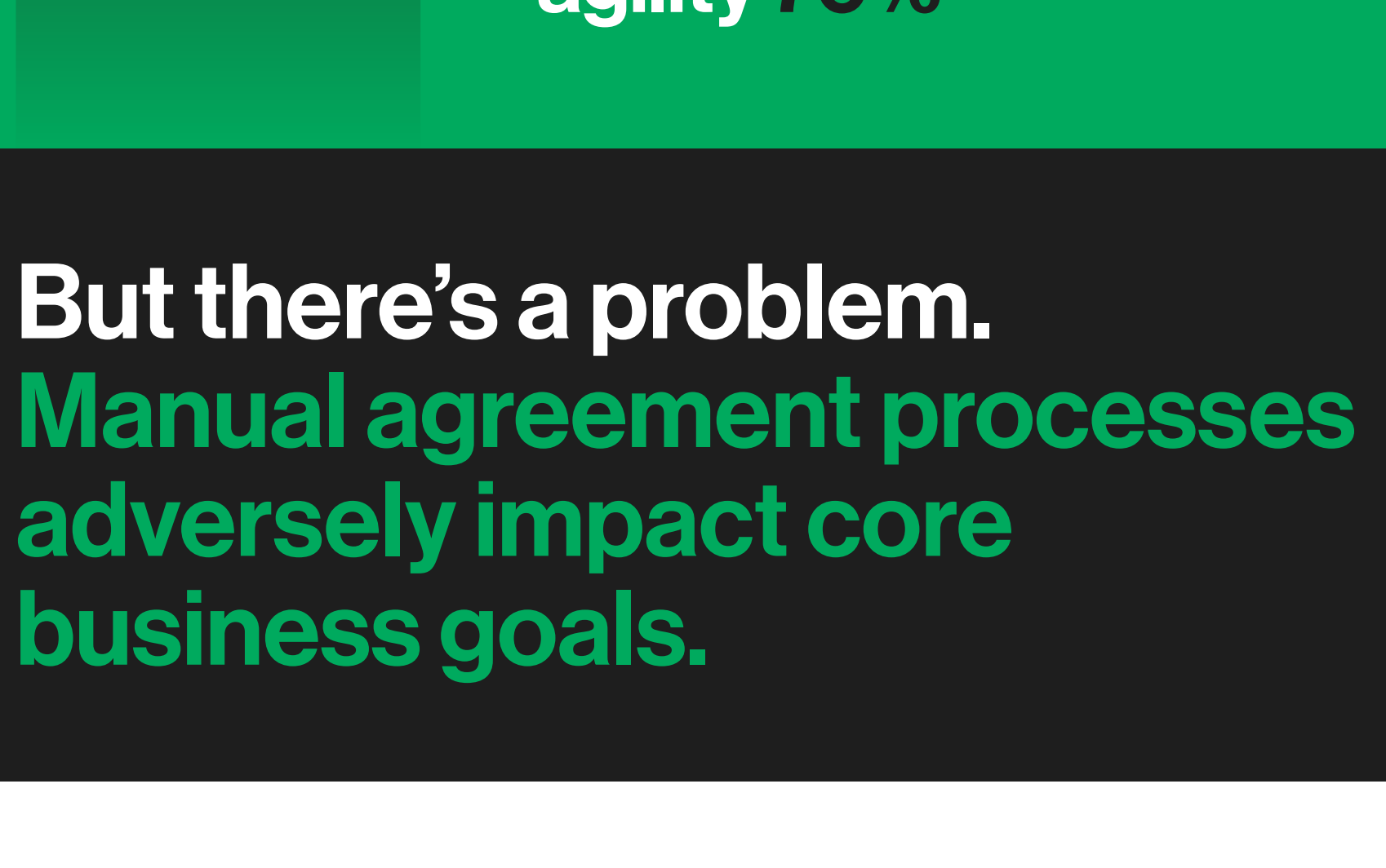


## It's time to automate and connect the entire agreement process

Business runs on agreements. So why aren't they digital?

### Top priorities for legal organizations today



But there's a problem. Manual agreement processes adversely impact core business goals.

### Manual processes have issues

- 44% Poor customer experience
- 43% Delays in recognizing revenue
- 41% Delays in starting projects
- 25% Legal and compliance risk

Many organizations have adopted e-signature as the first step. 68% of contracts are signed electronically on average.



### But legal organizations still experience problems with manual processes before & after the signature

#### Issues preparing agreements

- 62% Rework due to errors
- 50% Inefficiency from re-entering data from systems to contracts
- 49% Delays due to lengthy contract preparation process

#### Issues acting on agreements

- 59% Manual routing of agreements
- 53% Duplicate work re-entering data from contracts to systems
- 48% Difficulty maintaining security and confidentiality

#### Issues managing agreements

- 57% Inability to search agreements' full text
- 44% Lack of visibility into the location and status
- 44% Risk from inability to detect problematic contract language

The DocuSign Agreement Cloud helps organizations automate and connect the entire agreement process — allowing business to be done faster with:

<b>Less risk</b>	<b>Better experiences for customers, partners and employees</b>
<b>Lower costs</b>	

### Leaders who digitize see results

- 58% Improved customer experience
- 54% Shortened deal cycles
- 48% Improved collaboration across silos
- 48% Lowered error rates

**“The biggest impact has been time to revenue. Now being able to get the process done in 6 hours or less, we're getting our money faster.”**

DocuSign Customer

To learn more, download **The State of Systems of Agreement 2020**

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