

Sales Contracts for Medical Device Manufacturers



USE CASE PROFILE: Medical Device Manufacturers

Challenge: Faster Sales Contract Turnaround

Waiting for signatures to cement a deal can be trying, and at the close of a quarter, any delays mean the risk of missing sales targets. Unfortunately the need to get signatures on sales contracts—from a wide variety of decision makers including doctors and surgeons as well as administration, finance, procurement, and compliance personnel—can slow the process down. Whether you are selling through Group Purchasing Organizations (GPOs) or directly to healthcare providers, your success rests on the ability to close deals faster.

DocuSign Solution

Using DocuSign to close sales contracts speeds the process while eliminating stumbling blocks. Customers simply complete contracts and sign them online. Native apps for all major mobile devices—iOS, Windows 8, and Android—mean your customers can sign contracts anywhere, from any device.

Our forms library lets your staff easily select the appropriate forms, and robust workflow capabilities give you complete control over signer order, regardless of how many individuals or departments are be involved. Automated reminders help speed the process. And you get superior visibility into your sales process with complete reporting, audit trail, and document retention capabilities.

DocuSign Key Benefits

Using DocuSign can reduce the time it takes to execute sales contracts from weeks down to days or even hours, so you can close more business faster. With DocuSign you will be sure that contracts contain all required information, initials, and signatures. DocuSign's dashboard and reports provide complete visibility into the contract signature process, along with automated reminders, so your reps can spend their time calling on customers rather than chasing down signatures—and you don't get end-of-quarter surprises.

Integration with Salesforce and Contract Systems

DocuSign fully integrates with Salesforce, enabling you to streamline the sales process, automate end-to-end workflows, and recognize deals immediately upon contract signature, without manual intervention. It can also automatically trigger appropriate events once the deal is signed, such as updating customer databases or initiating support contracts through native integrations with Conga Composer, Apttus, BigMachines, Selectica, Upside, Drawloop, Zuora, and many more contract solutions.

About DocuSign

DocuSign® is the global standard for electronic signature®. DocuSign accelerates transactions to increase speed to results, reduce costs, and delight customers with the easiest, fastest, most secure global network for sending, signing, tracking, and storing documents in the cloud.



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