

# You need a modern system of agreement. Here's why.

Achieving business priorities requires an automated, connected agreement process. The DocuSign Agreement Cloud digitally transforms how you prepare, sign, act on and manage agreements.

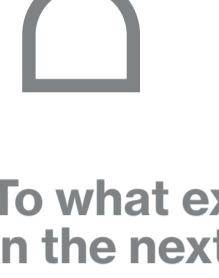
## Top priorities for Australian businesses



Improving customer experience **79%**



Strengthening security and compliance **78%**

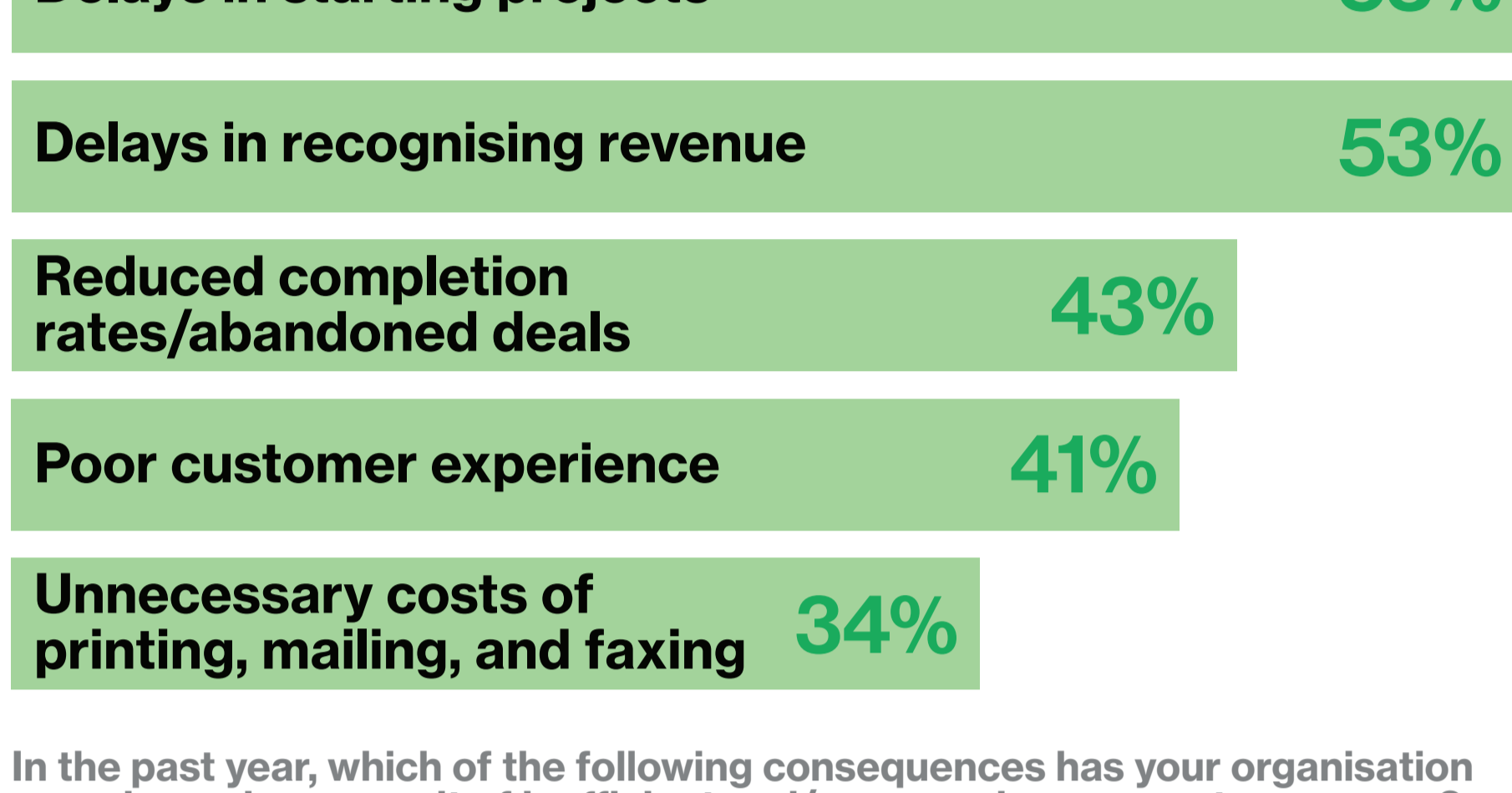


Increasing employee productivity **72%**

To what extent are the following initiatives priorities for your company in the next year?

But there's a problem. Inefficient and manual agreement processes block business success.

## Top consequences of outdated processes



In the past year, which of the following consequences has your organisation experienced as a result of inefficient and/or manual agreement processes?

## Top problems you encounter with paper-based processes

### When preparing agreements

- 1** Inefficiency from re-entering data from systems to agreements
- 2** Rework due to errors
- 3** Difficulty maintaining security and compliance

### When signing agreements

- 1** Delays in routing and obtaining signatures
- 2** Lack of visibility
- 3** Delays due to errors

### When acting on agreements

- 1** Manual routing of agreements.
- 2** Inefficiency from re-entering data from agreements to systems.
- 3** Difficulty maintaining security and compliance.

### When managing agreements

- 1** Lack of visibility
- 2** Risk
- 3** Inability to search all text effectively in agreements

The DocuSign Agreement Cloud automates and connects the entire agreement process to help organizations reach their business goals.

## Results for a pharmaceutical company using DocuSign



**15 minutes** to get a contract signed, compared to days or weeks.



**AUD \$36** saved with each digital envelope, multiplied by...



**300,000+** digital envelopes in the last year.

To learn more, download *The State of Systems of Agreement, 2019*, a Forrester Consulting Thought Leadership Paper commissioned by DocuSign.



The State of Systems of Agreement, 2019