DocuSign

The Agreement Cloud Company

How can DocuSign help a law firm manage agreements?

Presented By:

Rob Everette | Legal Account Executive | rob.everette@docusign.com
Lucy Nagasawa | Legal Solutions Engineer | lucy.nagasawa@docusign.com
Rory Sullivan | Regional Vice President, Legal | rory.sullivan@docusign.com

DocuSign

Agenda for Today

- Introductions
- What is DocuSign and how do we help?
- Demonstration
- Q+A

Meet the DocuSign Team

Rory Sullivan

Regional Vice President, Legal

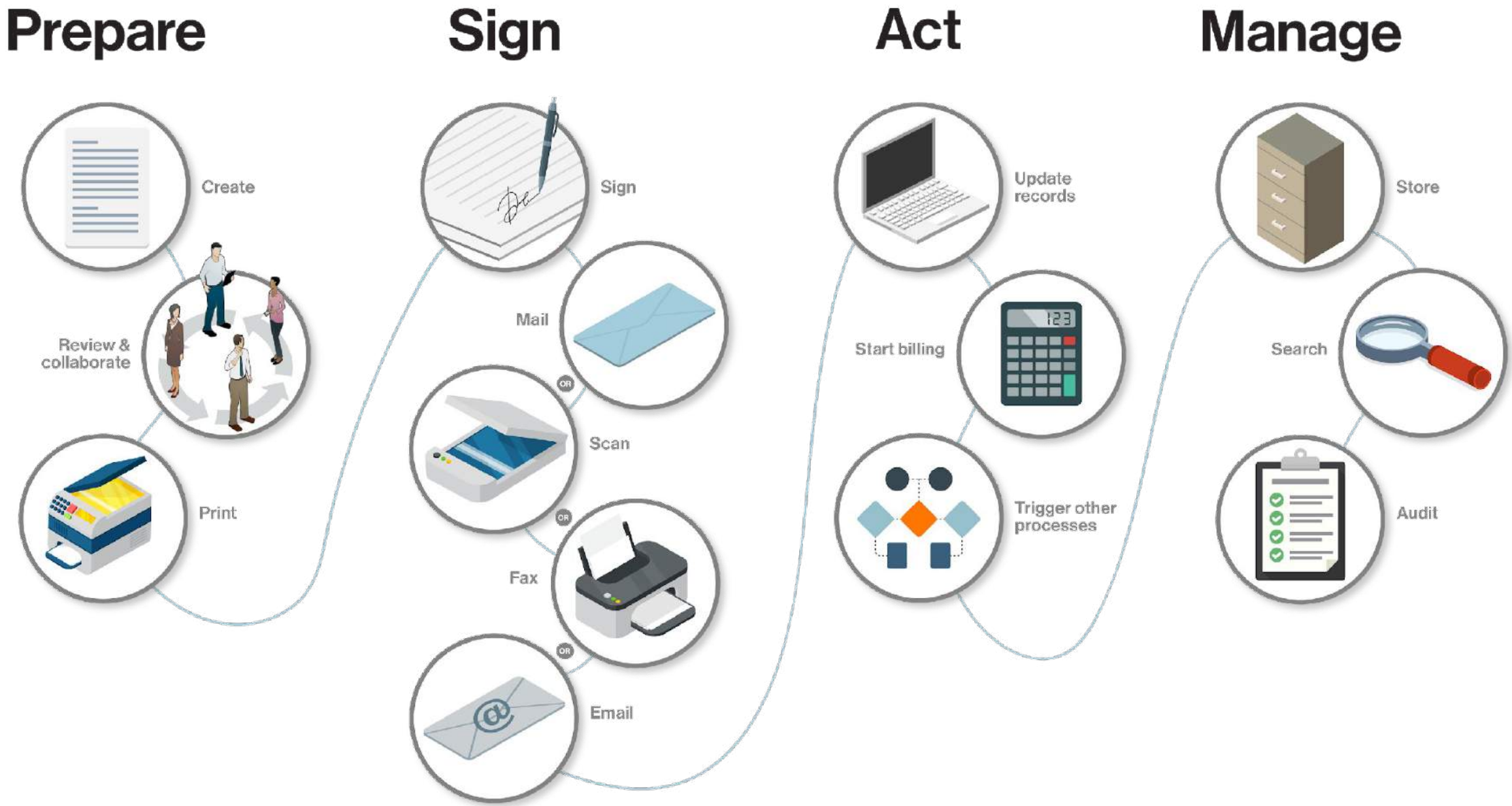
Rob Everette

Legal Account Executive

Lucy Nagasawa

Solution Engineer, Legal

Every law firm has a system of agreement, whether they know it or not


Prepare
Create
Review & collaborate
Print
Sign
Sign
Mail
OR
Scan
OR
Fax
OR
Email
Act
Update records
Start billing
Trigger other processes
Manage
Store
Search
Audit

Law firm use cases

Client Engagement & Communication

- Retainers
- Engagement letters
- Medical Authorization Forms
- Intake Packets

Human Resources

- Internal Employee Paperwork
- New Hire Paperwork
- Offer Letters
- Contractor Agreements
- Policy Distribution
- Benefits
- Work Release Forms

Litigation & Class Actions

- Notices
- Settlements
- Medical Releases
- Incident Description
- Pleadings
- Depositions
- Opt-Ins

Personal Injury, Mass Tort, & Disability

- Opt-Ins
- Questionnaires
- Workers Comp claims
- HIPPA compliance agreements
- SSA filings

Client Communication

- Retention Agreements
- Fee Increases
- Conflict Waivers

Internal / Administrative

- Approvals
- Vendor agreements
- NDAs, BAAs
- Shareholder / board agreements
- Purchase Orders
- Statements of Work
- Partner Voting

Corporate Transactions & Intellectual Property

- USPTO filings
- IP Assignments
- Action by Written Consent
- Shareholder Agreements
- M&A
- Financings

Real Estate, Property & Construction

- Disclosure
- Closing
- Estate planning
- Negotiations, approvals
- Closings, transaction management, forms / agreements, financing transactions / disclosures, audits, contracts

Client Engagement & Communication

- Retainers
- Engagement letters
- Medical Authorization Forms
- Intake Packets
- Retention Agreements
- Fee Increases
- Conflict Waivers

Litigation

- Notices
- Settlements
- Medical Releases
- Incident Description
- Pleadings
- Depositions

Corporate Transactions & IP

- Action by Written Consent
- Shareholder Agreements
- M&A
- Financings
- USPTO filings
- IP Assignments

Class Actions & Mass Torts

- Opt-ins
- Questionnaires
- Requests for medical records

Real Estate, Property & Construction

- Disclosure
- Closing
- Estate planning
- Negotiations, approvals
- Closings, transaction management, forms / agreements, financing transactions / disclosures, audits, contracts

Human Resources

- Offer Letters
- New Hire Paperwork
- Employee Policy Agreements
- Performance Appraisal
- Compensation Plans
- Time Sheets
- PTO Management

Procurement

- Purchase Orders
- Statements of Work
- RFP / RFQ / RFI Sign Off
- Vendor Contracts
- Supplier Compliance
- Service Level Agreements
- Software License Agreements

Finance

- Invoice Processing
- Expense Processing
- Travel Reimbursement
- Audit Sign Off
- Policy Management
- Asset Transfer / Retirement
- Grant Applications
- Inventory Sign Off

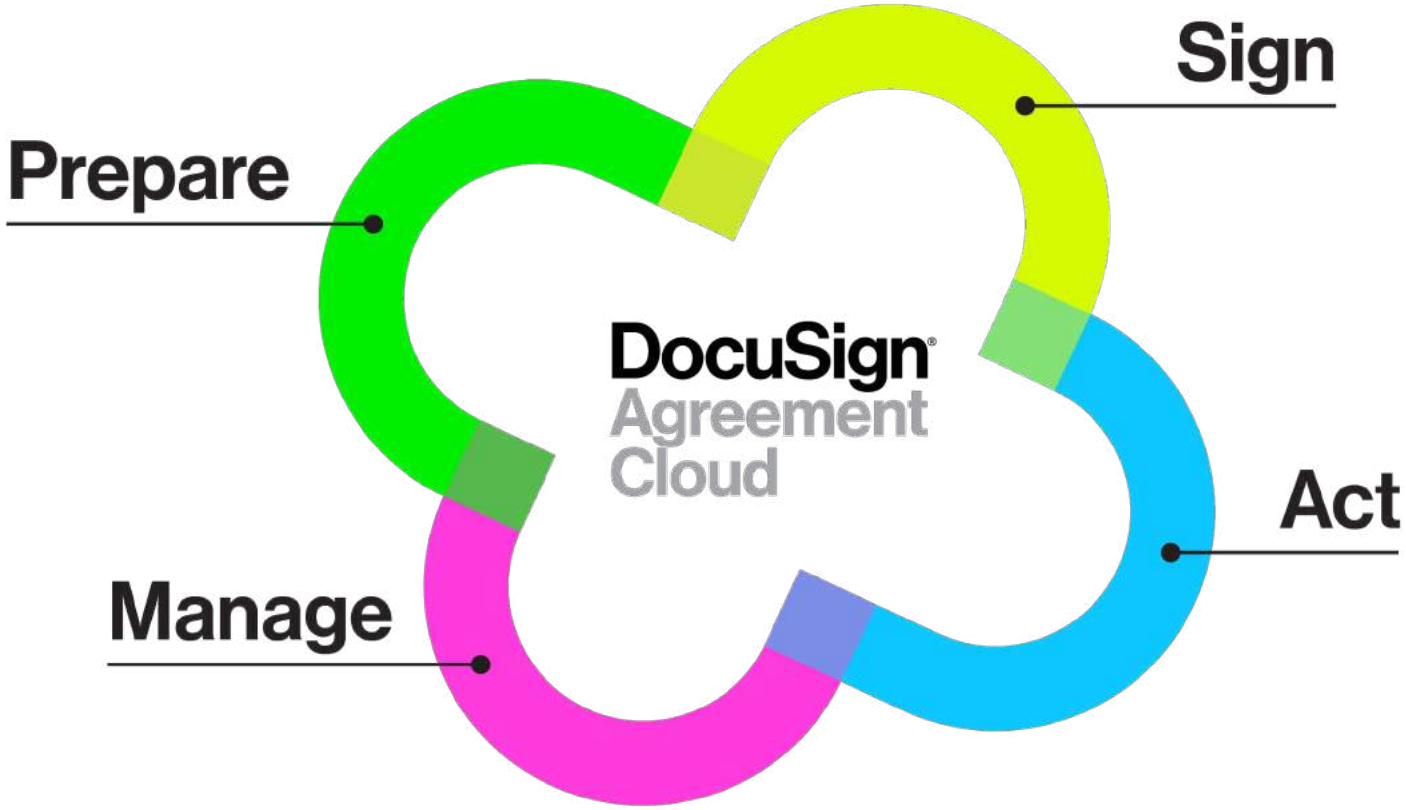
Internal Governance

- NDAs
- Contract Management
- Internal Compliance
- Shareholder Agreements
- Licensing Agreements
- Patent Applications
- Memoranda of Understanding

IT / Operations

- Asset Tracking
- Change Requests
- Requirements Sign Off
- Access Management
- Incident Reporting
- Production Change Authorization
- Maintenance Authorization
- Real Estate Approval

350+ Prebuilt Integrations



Workflow | APIs + SDKs | Administration | Intelligence

The DocuSign Agreement Cloud for Law Firms

eSignature

Send and sign with the world's #1 electronic signature solution

Click

Provide a one-click, no-signature-required way to capture consent for standard agreement terms.

Identify

Integrate advanced identification methods into the eSignature process to meet compliance requirements.

DocuSign CLM+

Automate the contract lifecycle and analyze clauses with document generation, collaboration, workflow, and a central agreement repository, supported by world class AI.

DocuSign Notary

Notary is the trusted way to remotely and electronically notarize agreements,

Integrations

Work in the tools where you do business like NetDocs, iManage, Litera, Litify, Salesforce, etc.

The cost to your Law Firm performance is high

7 days

lost waiting for agreements to be completed

legal risk due to lack of security & standardization

$36

cost per agreement

Proven Approach to Success

Advisory Services

Strategy to guide you through the transformation and maximize value

Implementation Services

Expertise to deploy the right solutions and accelerate your outcomes

Adoption Services

Programs and tools to drive adoption, achieve your results and uncover new opportunities

Support Services

Always-on coverage and technical expertise to keep you running

Significant Benefits for Law Firm Customers

83%
completed <24 hours

>99.99%
uptime

~$36
incremental value

>9,000
law firm customers

>550,000
companies (your clients)

Dedicated
account management

Custom
onboarding & training

CONFIDENTIAL

Top Law Firms Trust DocuSign - ADD STAT

And because we deliver the most value, year after year

Comprehensive

Most applications
More than a dozen applications span the entire agreement process

Most integrations
350+ prebuilt integrations with the systems where work gets done

Award-winning API
Over 1,000+ customer-built integrations

Innovative

Track record of “firsts”
eSignature pioneer, with 750+ product innovations delivered

World-class platform technologies
Leadership in uptime, security, privacy, and global coverage

Unique mix of scale and focus
The industry’s largest organization for designing, delivering, and supporting agreement technologies

Trusted

Over 500,000+ customers
Including many of the world’s largest banking, pharma, and tech companies

Hundreds of millions of signers
The global standard in eSignature, across 180+ countries

Net promoter score of 66
Loved like the world’s best brands

DocuSign®

Demonstration

DocuSign®

Q+A

DocuSign®

Contact DocuSign for a custom evaluation

If you are interested in learning more about how DocuSign can help your firm, please reach out to our team and schedule a time to discuss: rory.sullivan@docusign.com