

DocuSign for iOS: For Field Sales & Field Services

How DocuSign for iOS enables field sales and field services to transact business anytime, anywhere on iOS devices

Docu *Sign*®

Key Challenges

FOR FIELD SALES AND SERVICES ORGANIZATIONS

For small businesses and large enterprises in all industries, business today happens digitally, anytime, anywhere.

Yet many businesses—especially those with many field sales or field services reps—are struggling to keep pace with digital transformation. When in the field, it is often difficult for sales and services reps to access the exact information and documents they need when they need it. This affects the customer experience, affects the time between closing a sale and generating revenue, and impacts the ability to create value by transacting business anytime, anywhere.

DocuSign

Most businesses have invested in multiple technologies, systems, and platforms to help manage transactions. But inefficient, manual, paper-intensive processes still persist.

These error-prone paper-based processes slow down transactions, hurt revenues, and add costs.

Companies estimate significant revenue is left on the table each year due to inefficient digital processes.



For organizations with field sales and field services groups that engage in a high number of document-intensive transactions, **there has to be a better way.**

Now there is: DocuSign for iOS.



DocuSign is Transforming Business

DocuSign is the **fastest, most secure** way to make every decision and approval digital, to keep life and business moving forward. DocuSign collects secure, legally-binding signatures and helps customers prepare, execute, and manage the agreement process digitally—from end to end.



DocuSign

- 300,000+ customers with more than **200 million users in 188 countries**
- Replaces printing, faxing, scanning, and overnighting paper documents
- Enables organization of every size, industry, and geography to make every decision, approval, workflow, and signature fully digital
- Dramatically decreases sales cycles, paper, and costs
- Improves close rates, and customer and employee experience

DocuSign's Platform

- Bank-grade security to ensure privacy of documents and data
- Carrier-grade availability
- Global architecture
- Legal enforceability with robust audit trail collecting key information about entire agreement process
- Open APIs and hundreds of out-of-the-box connectors for easy integration with existing systems

DocuSign is the **most reliable, convenient, trusted service** for electronic signatures and approvals.

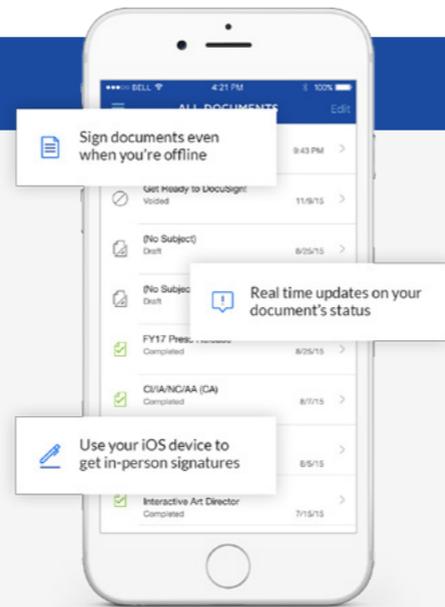
DocuSign Solutions for Apple Customers

DocuSign and Apple couple great hardware with amazing software. On any iOS device (i.e. iPhones and iPads), DocuSign users can securely sign or have signed electronic documents anytime, anywhere (online or offline) and can use features such as geolocation.

Customers have the flexibility to use DocuSign on their iOS devices in multiple ways.

DocuSign for iOS

DocuSign's iOS app—a full solution for Apple devices—is the easiest way to get started with DocuSign. This app enables securely completing transactions faster on iOS devices by signing, sending, and managing documents anytime, anywhere, with complete trust and confidence.

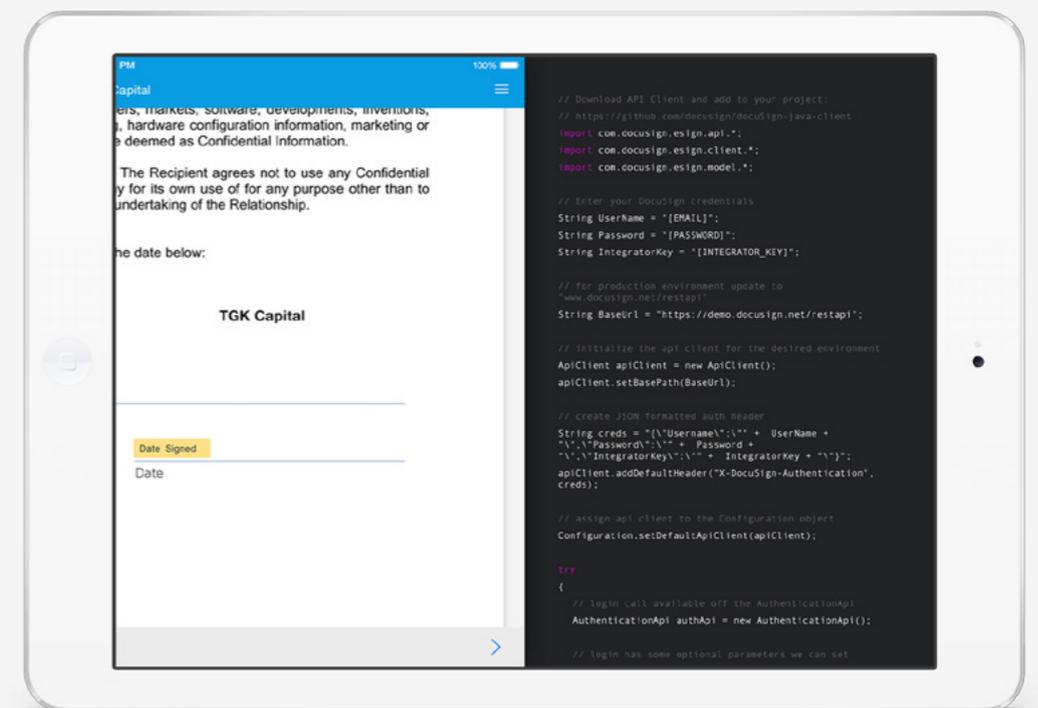
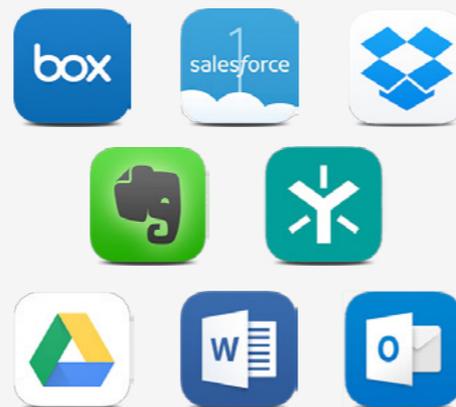


Custom iOS solutions

Customers who want a more customized experience can build custom solutions in native iOS apps using DocuSign's mobile SDK and APIs. DocuSign can be quickly and easily embedded into custom iOS apps, and DocuSign can be connected to existing systems, enabling automatic retrieval and return of data.

Third party iOS apps

DocuSign's pre-built platform seamlessly integrates with many leading iOS apps, like Salesforce, Box, or Google Drive. These out-of-the-box connectors allow businesses to use DocuSign along with other important and frequently used solutions.



Using DocuSign for iOS

IN FIELD SALES AND SERVICES

DocuSign for iOS provides tremendous value for organizations with large numbers of field sales and services reps who are equipped with iOS devices. Workflows and templates can be added to iPads and iPhones for preparing, sending, signing, and returning docs **in any format, from any location.**

Field Sales

DocuSign for iOS empowers field sales teams to gather and **view customer information in the field, get contracts signed, and close deals faster**—even when a sales person is offline.

With DocuSign for iOS, field sales people all have accurate, up-to-date client information, which enables signing contracts on the spot.

Results

- Reduces time to close, resulting in closing more deals faster
- Eliminates documentation errors
- Increases sales rep efficiency
- Increases sales growth

- Todd Goodbinder,
Vice President,
COMCAST
BUSINESS

“DocuSign helps our field sales team deliver an industry-leading customer experience. Using iPads, our field sales team now **closes deals on the spot.**”

Field Services

DocuSign for iOS speeds up the service in the field and makes customers happier with consistently up-to-date information and easy signing. DocuSign for iOS provides service people with access to all of the information they need to do their jobs, provides a way to quickly get any necessary approvals, and enables fast, easy signatures.

“DocuSign on the iPad and iPhone allows us to operate in the **most efficient way possible**, saving us our most valuable asset—time.”

- Christina Stember, Founder & CEO

DocuSign®

Farmgirl
FLOWERS™

Results

- Eliminates paper in service transactions
- Reduces approval and transaction times from days to minutes
- Eliminates valuable documents being lost or damaged in the field
- Enhances overall customer experience

DocuSign for COMCAST iOS in Action: BUSINESS

Comcast Business couldn't always immediately close deals with customers. There was often a need to go back to the office to review and revise documents, resulting in wasted time and money, and lost sales.

Solution: Comcast Business has equipped 2,000 field sales reps with iPads. Using these iPads, reps can use DocuSign—which is integrated with Comcast Business's CRM system — to **adjust any documents and close deals on the spot.**

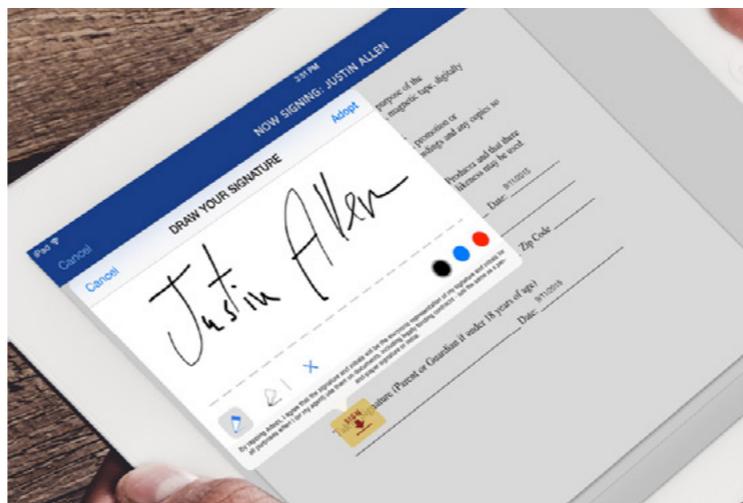
 **30% increase** in close rates from accelerated sales cycle

 **85% reduction in paper** from the contract cycle

 Helped enable business to **achieve growth targets**

 **Lower costs** related to manual processes and errors

 **50% reduction in field meetings**, enabling sales to interact with 2X as many prospects



“Equipping our sales reps with tablets has made them more efficient . . . DocuSign gives sales reps the ability to meet with a customer, **draw up a proposal and contract right there, and then sign on the tablet in just one meeting.**”

– Terry Connell,
Senior Vice President of Sales
and Sales Operations

COMCAST

The Value of DocuSign for iOS

FOR FIELD SALES AND SERVICES



DocuSign for iOS enables mobile field sales reps to close more business from anywhere at any time and provides field services teams the ability to better serve customers. **Value from DocuSign mobile for iOS includes:**



Close deals faster

DocuSign for iOS enables field reps to immediately access all documents from any location, modify them, and **get them signed on the spot.**



Provide exceptional customer experiences

Delight customers, partners, employees, and vendors with an easy-to-use, 100% digital signing experience, optimized for any mobile device.

Customers have experienced **enormous increases in customer satisfaction scores** as a result of implementing DocuSign.



Automate paper-based processes

Digitize your business with the DocuSign mobile app and **unlock new opportunities for field sales and services.**

Also, eliminate errors from documents lost or damaged while field sales and services reps are on the road.



Increase ROI

ROI comes in multiple ways: increased sales due to greater speed and service, productivity gains, and cost savings from reduced labor, paper, and postage expenses.

DocuSign® is changing how business gets done by empowering more than 300,000 companies and more than 200 million users in 188 countries to send, sign and manage documents anytime, anywhere, on any device with trust and confidence.

DocuSign replaces printing, faxing, scanning and overnighting paper documents to transact business. DocuSign enables organizations of every size, industry and geography to make every decision, approval, workflow and signature fully digital.

DocuSign to keep life and business moving forward.

For more information go to

[Docusign.com/apple](https://docusign.com/apple)

Download and test the DocuSign app for iPad/iPhone

Contact us at [1-877-720-2040](tel:1-877-720-2040) or email us at sales@docusign.com

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