



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

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

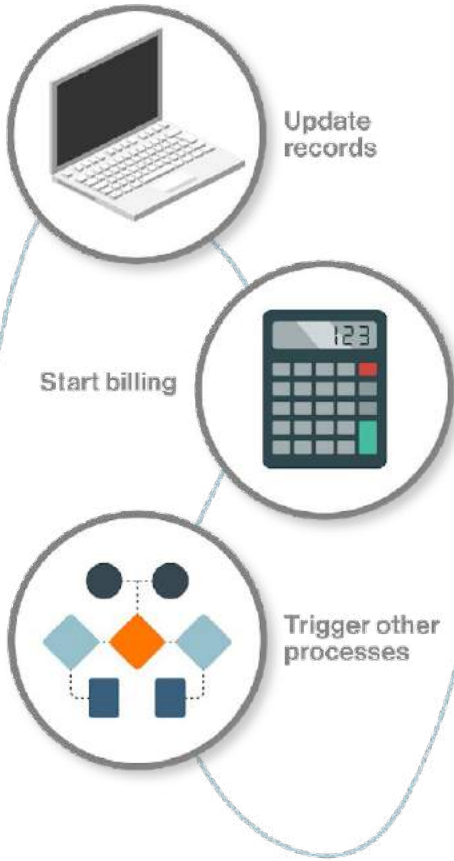
Prepare



Sign



Act



Manage



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

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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

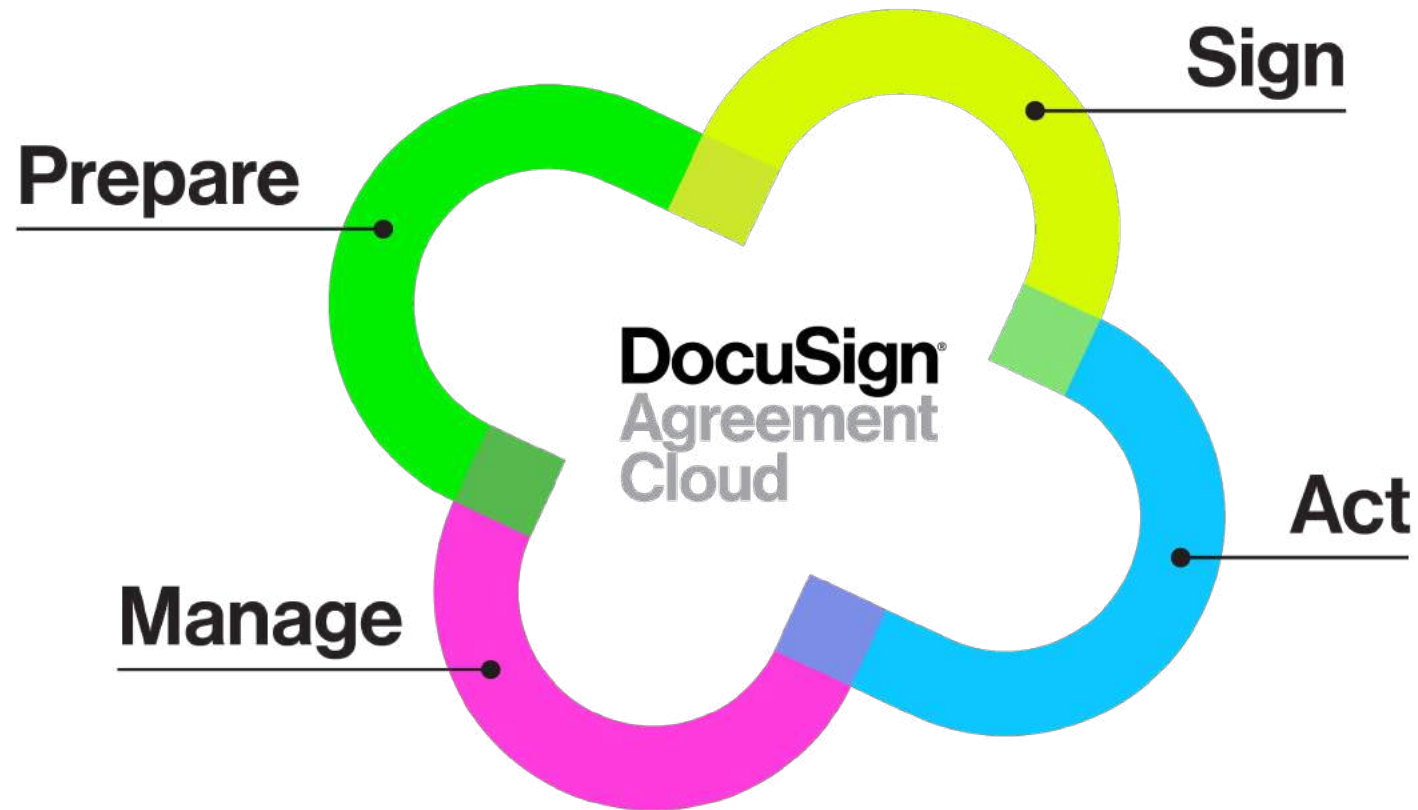
Internal Governance

- 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



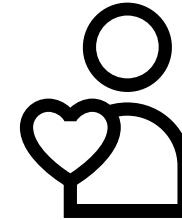
Advisory Services

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

Top Law Firms Trust DocuSign - ADD STAT

 **NORTON ROSE FULBRIGHT**

Linklaters

ReedSmith

 **FOLEY**
FOLEY & LARDNER LLP

 **JONES DAY**

LATHAM & WATKINS LLP

 **LANE POWELL**
ATTORNEYS & COUNSELORS

 **GOODWIN
PROCTER**

 **WH**

 **NELSON
MULLINS**

Dechert
LLP

 **Vinson & Elkins**

KASOWITZ
KASOWITZ BENSON TORRES LLP

GARDERE

 **DORSEY**
DORSEY & WHITNEY LLP

 **ORRICK**

 **HOLLAND
& HART**

pillsbury

PERKINScoie

 **LS**

 **Akerman**

W&R

 **FAEGRE BAKER
DANIELS**

DuaneMorris LLP

ANDREWS
ATTORNEYS **KURTH** LLP

KING & SPALDING

 **Hogan
Lovells**

 **BRYAN CAVE**


O'MELVENY & MYERS LLP

**MORRISON
FOERSTER**

**McDermott
Will & Emery**

 **Davis Wright
Tremaine** LLP
DEFINING SUCCESS TOGETHER

Cooley LLP

haynesboone

**ALSTON
& BIRD**

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

Demonstration

Q+A



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