



Faster, Friendlier, More Efficient California Government with Digital Transactions

January 21, 2016

Jennifer Baker, Account Executive



Agency



Agency



Constituents



Other
Government
Agencies



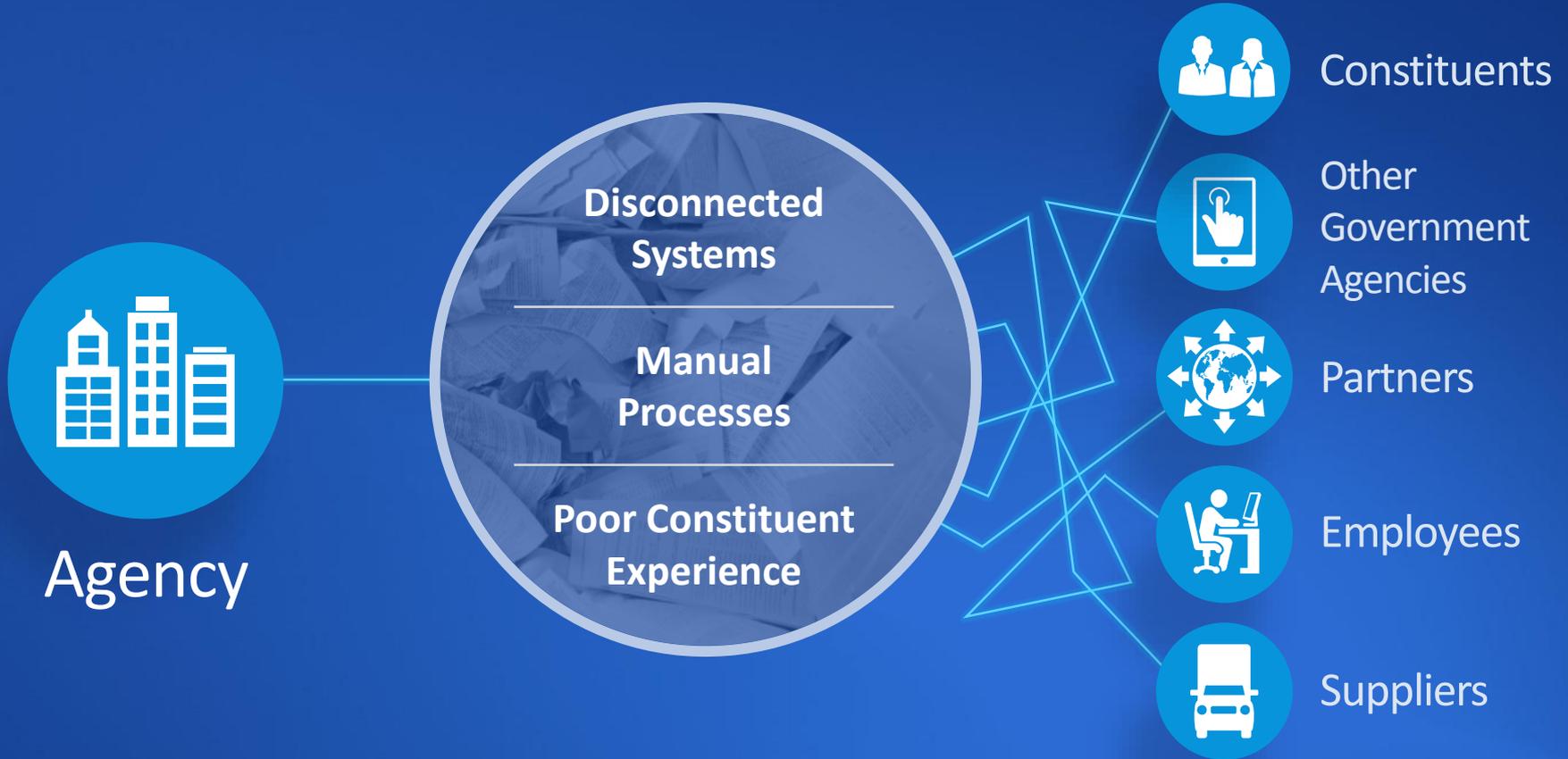
Partners



Employees



Suppliers





There's a Better Way



Agency



Constituents



Other
Government
Agencies



Partners



Employees



Suppliers

A hand is shown pointing towards the bottom right of the frame, with the index finger extended. The background is a solid blue color. In the bottom foreground, a laptop screen is visible, displaying a blurred interface with various colored elements. Two horizontal light blue lines are positioned above and below the main text block.

DocuSign is the fastest most secure way to make every decision and approval digital, so you can keep life and business moving forward.

DocuSign®

The DocuSign Difference

Why customers choose DocuSign



Choice

- Pre-built integrations with the systems you already use – saving you time and money
- Customizable to your specific needs using industry leading APIs
- Sign, send, and manage on any device in 43 languages



Experience

- Fast and simple to implement, integrate, manage, and use
- Top rated end-to-end user experience from the very first transaction
- Trusted partner and support system in DocuSign



Trust

- A full digital audit trail on every document
- Strongest encryption practices in the industry
- \$500 million invested in industry leading security practices
- Always available at peak performance

DocuSign in the Public Sector – Example California Customers

State Agencies

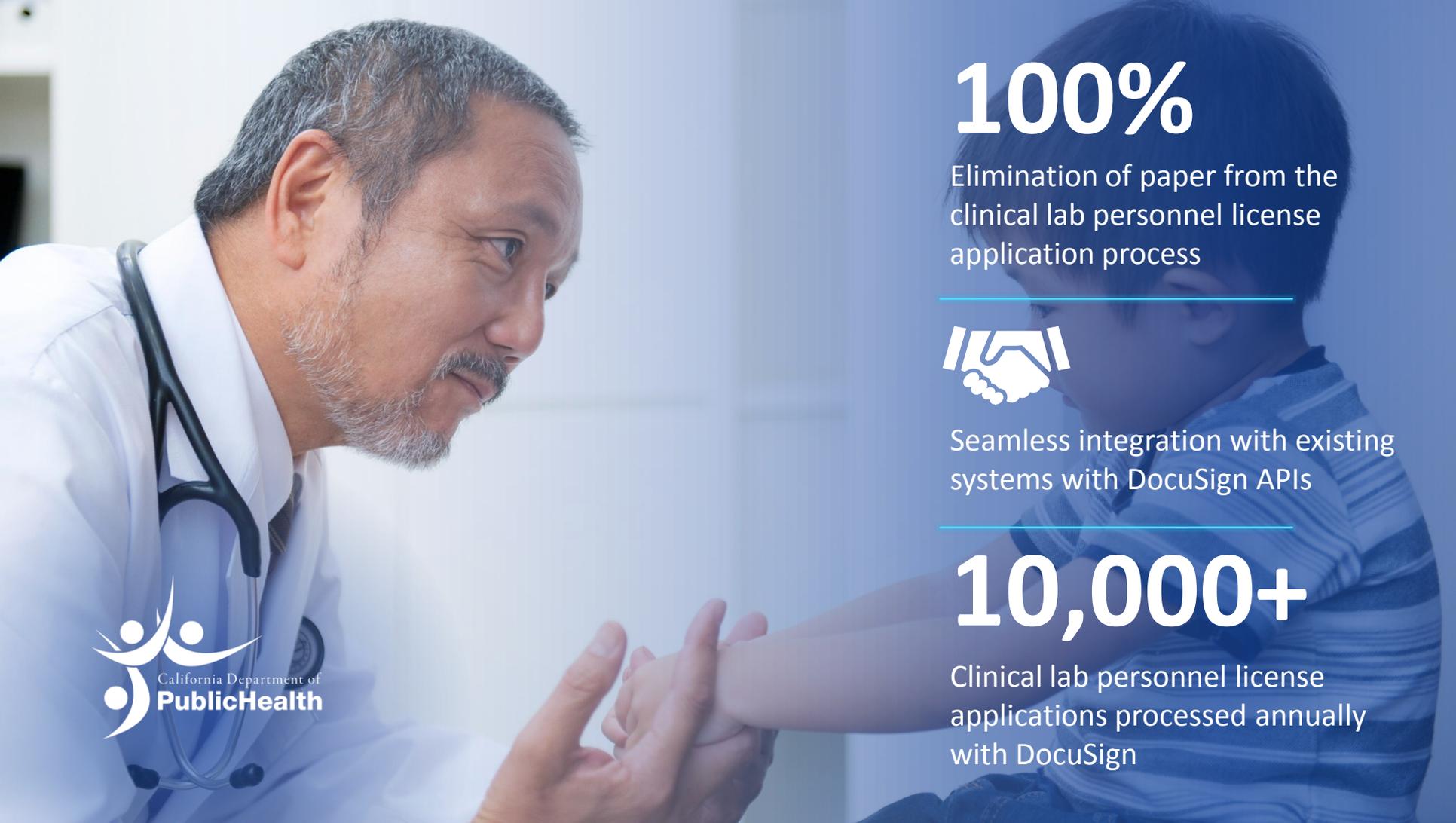


Counties



Cities





100%

Elimination of paper from the clinical lab personnel license application process



Seamless integration with existing systems with DocuSign APIs

10,000+

Clinical lab personnel license applications processed annually with DocuSign



\$60,000

Saved by avoiding the need to install document management software across the agency



Complete workflow visibility on inter-agency agreements

“We started using DocuSign for inter-agency documents. There was no implementation investment. You don’t need a major project to begin to see the value.”

- Rita Gass, CIO, California Conservation Corps



The background of the slide is a solid blue color with a repeating pattern of small, light blue download icons (a square with a downward-pointing arrow) arranged in a grid.

**Policy allows for
technology adoption**

50%

Reduction in contract
turnaround time



Increased accountability and
auditability of utility warehouse
supply and equipment requests

“DocuSign is part of our continuous effort to streamline business processes to deliver maximum value to the community. The response to DocuSign has been universally positive.”

- David Ramberg, Asst. Dir. of Admin.
Services, City of Palo Alto

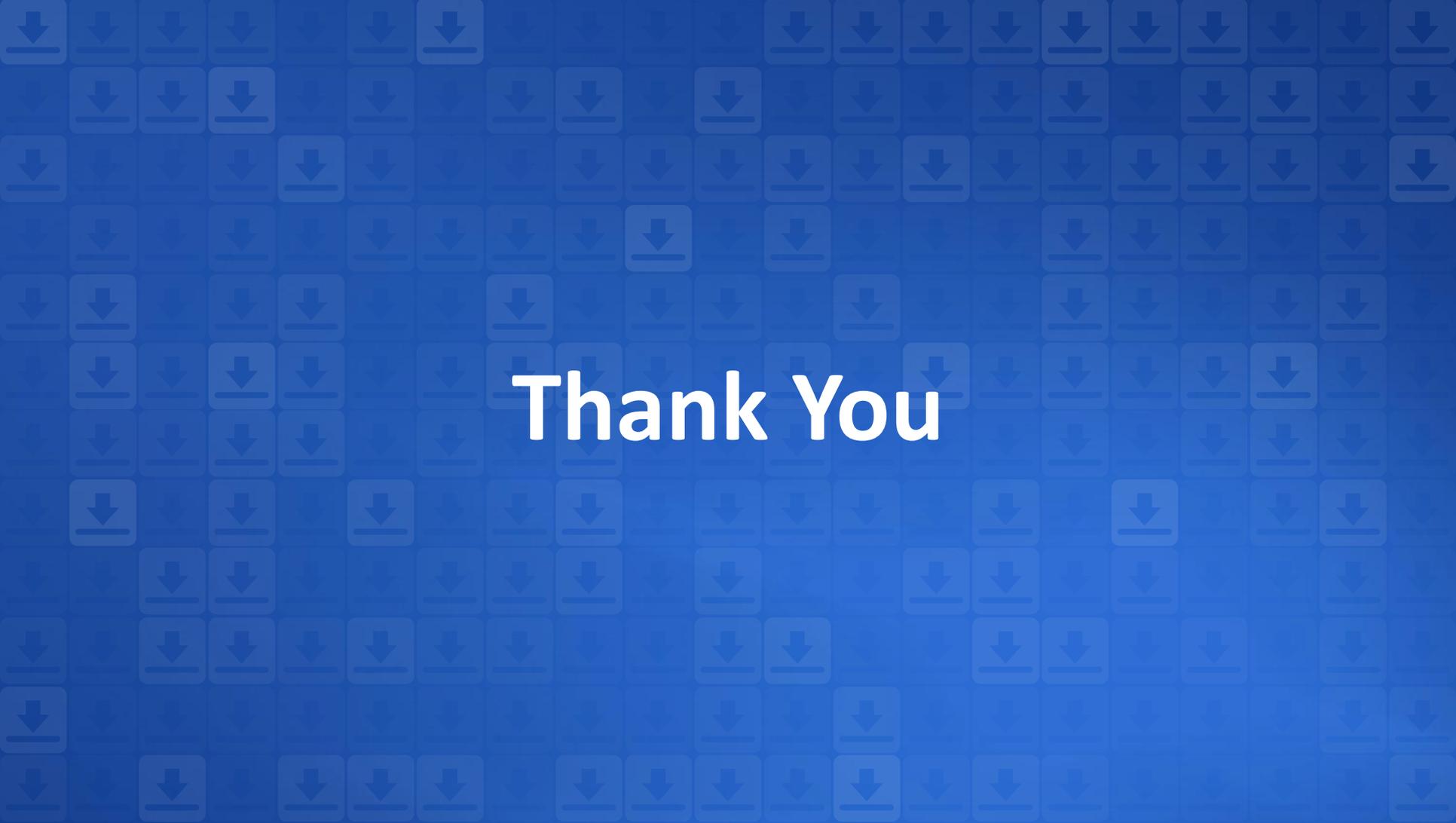


CITY OF
PALO ALTO

Talk to Us

Jennifer Baker, Public Sector EAE – jennifer.baker@docusign.com

Ken Moyle, Chief Policy Officer and Board Member of ESRA –
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Thank You

DocuSign®

Appendix

80%

reduction in application
processing time

100%

elimination of data errors



Complete workflow
visibility

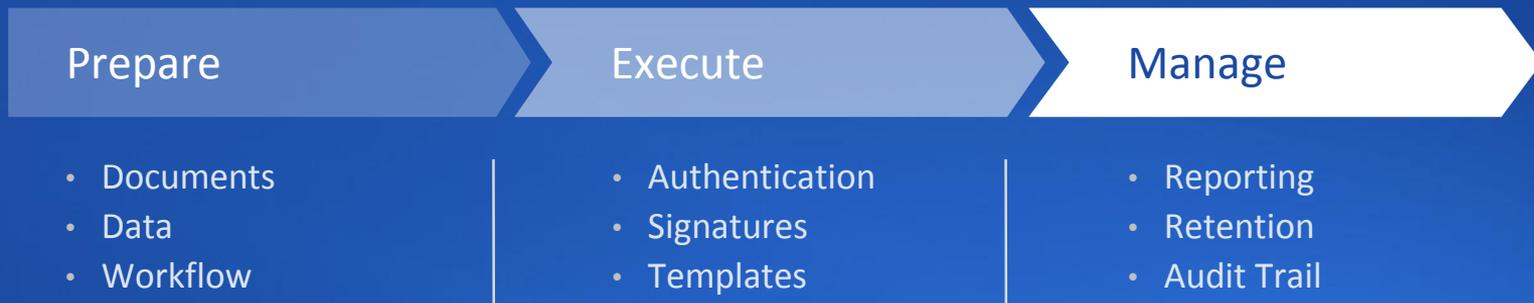


How DocuSign Helps the Public Sector

 Government Activities	 Constituent Services	 Procurement	 Finance
<ul style="list-style-type: none">• Tax returns• Warrants/affidavits• Emergency response• Inter-agency agreements• Permits and applications• Engineering document approval and archiving• Decrees and other public electronic documents	<ul style="list-style-type: none">• DMV forms and processes• Zoning and permit approvals• Permits• Social services programs• Public health programs• Disability program forms• Incorporation forms• Housing programs	<ul style="list-style-type: none">• Contractor bids• Master vendor agreements• Purchase orders• Statements of work• RFP sign offs• Supplier compliance• Internal approvals	<ul style="list-style-type: none">• Payroll and finance processes• Budget approvals• Invoice processing• Expense reporting• Travel reimbursement• Audit signoff
 Human Resources	 IT	 Legal and Compliance	 Facilities
<ul style="list-style-type: none">• Employee policy distribution and signature• New hire paperwork• Benefits enrollment• Contractor agreements• PTO management• Non-disclosure• Change of beneficiary forms	<ul style="list-style-type: none">• Project budget approvals• Asset tracking• Change requests• Requirements sign off• Access management• Incident reporting• Production change authorization• Maintenance authorization	<ul style="list-style-type: none">• Contracts• Non disclosures• Electronic notary• Internal compliance• Outside counsel agreements• ADA compliance• FLSA compliance• Inspections and audits• Legal case management and evidence archiving	<ul style="list-style-type: none">• Work orders• Lease agreements• Move in / move out requests• Front desk sign-in• Parking permits

DocuSign Product & Platform

Product



Platform

