Faster, Friendlier, More Efficient California Government with Digital Transactions

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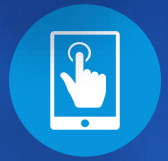
Jennifer Baker, Account Executive

DOCUSIGN CONFIDENTIAL

HRM
CRM
SCM
ERP
LOB
Agency

Agency

Constituents

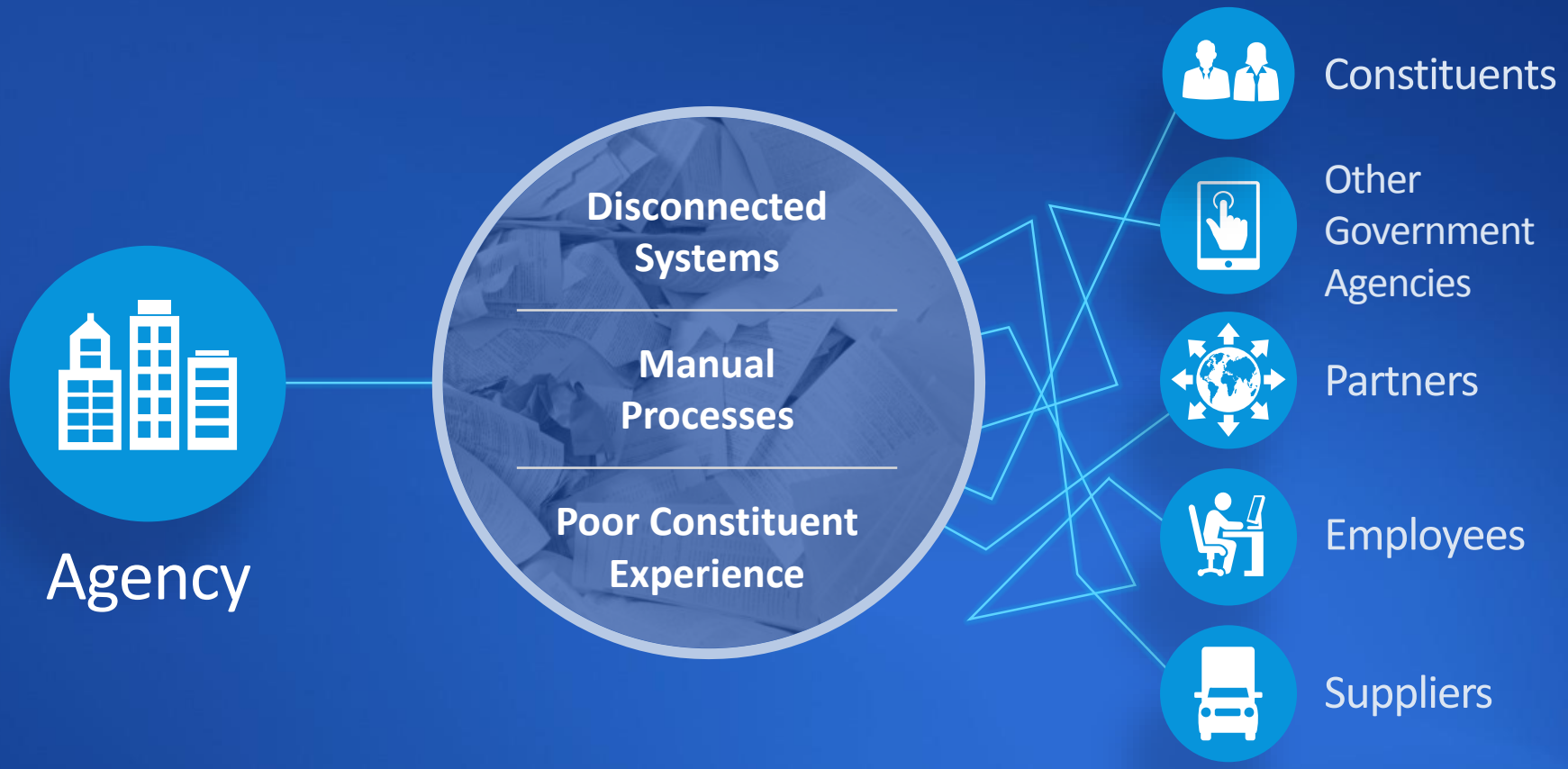


Other Government Agencies

Partners

Employees

Suppliers


Agency
Disconnected Systems
Manual Processes
Poor Constituent Experience
Constituents
Other Government Agencies
Partners
Employees
Suppliers

There’s a Better Way

Agency
DocuSign
Constituents
Other Government Agencies
Partners
Employees
Suppliers

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

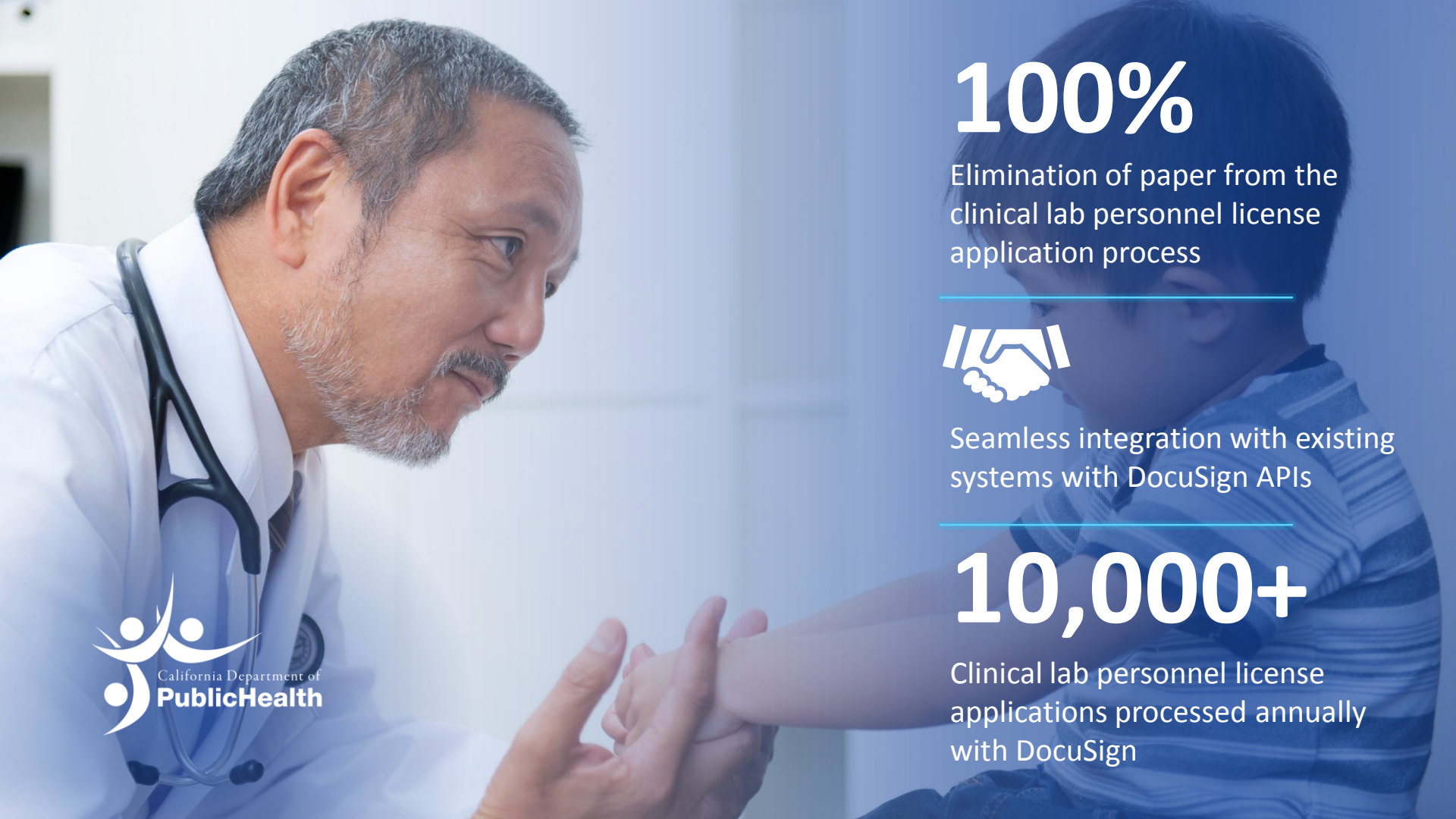
- A full digital audit trail on every document
- Strongest encryption practices in the industry
- $500 million invested in industry leading security practices
- Always available at peak performance

DocuSign in the Public Sector – Example California Customers

State Agencies

Counties

Cities



California Department of PublicHealth

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

Policy allows for technology adoption

CITY OF
PALO ALTO

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

Talk to Us

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

Ken Moyle, Chief Policy Officer and Board Member of ESRA – ken.moyle@docusign.com

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

- Tax returns
- Warrants/affidavits
- Emergency response
- Inter-agency agreements
- Permits and applications
- Engineering document approval and archiving
- Decrees and other public electronic documents

Constituent Services

- DMV forms and processes
- Zoning and permit approvals
- Permits
- Social services programs
- Public health programs
- Disability program forms
- Incorporation forms
- Housing programs

Procurement

- Contractor bids
- Master vendor agreements
- Purchase orders
- Statements of work
- RFP sign offs
- Supplier compliance
- Internal approvals

Finance

- Payroll and finance processes
- Budget approvals
- Invoice processing
- Expense reporting
- Travel reimbursement
- Audit signoff

Human Resources

- Employee policy distribution and signature
- New hire paperwork
- Benefits enrollment
- Contractor agreements
- PTO management
- Non-disclosure
- Change of beneficiary forms

IT

- Project budget approvals
- Asset tracking
- Change requests
- Requirements sign off
- Access management
- Incident reporting
- Production change authorization
- Maintenance authorization

Legal and Compliance

- Contracts
- Non disclosures
- Electronic notary
- Internal compliance
- Outside counsel agreements
- ADA compliance
- FLSA compliance
- Inspections and audits
- Legal case management and evidence archiving

Facilities

- Work orders
- Lease agreements
- Move in / move out requests
- Front desk sign-in
- Parking permits

DocuSign Product & Platform

Product

Prepare	Execute	Manage
• Documents • Data • Workflow	• Authentication • Signatures • Templates	• Reporting • Retention • Audit Trail

Platform

- Bank Grade Security
- Carrier Grade Availability
- Global Architecture
- Open Integration Framework