Overview

A growing number of enterprises and organizations around the world are adopting DocuSign's e-Signature solutions to accelerate and optimize their agreement and approval processes, realize faster transactions and reduce costs. Many of these organizations in industries such as life sciences, energy, engineering, and public sector worldwide deal with complex, heavily regulated and audited approval and quality management processes. Much like other business processes, paper-based "wet" signatures slow these processes down and prevent efficiency. These organizations face the additional challenge of meeting strict policies and regulatory compliance requirements that are best met by an on-premises system with signer ID verification and authentication integrated with their corporate ID systems and digital certificate-based, PKI (Public Key Infrastructure) technology.

For these enterprises and organizations, DocuSign offers the DocuSign Signature Appliance, formerly CoSign Central — an on-premises electronic signing solution that delivers signer control and management, combined with a trusted solution with a decade-long track record of success in these markets. The DocuSign Signature Appliance integrates with the document authoring applications you already use and the most popular on-premises systems for identity management, document management and workflow for your approval and documentation needs.

The Signature Appliance Integrates with Your On-premises Systems

The Signature Appliance is the most trusted, on-premises, embedded electronic signature solution to power approval and agreement processes behind your firewall. Built using industry-standard digital signature technology (PKI), the Signature Appliance has key security certifications including FIPS 140-2 level 3 and Common Criteria EAL4+, Pre-built connectors for the leading ID management, document authoring, document management and

workflow applications enable you to add electronic signing while preserving your existing business processes.

SYSTEMS COMMONLY INTEGRATED WITH THE SIGNATURE APPLIANCE

Document Authoring	Document Management	Workflow	ID Management
Microsoft Office	Microsoft SharePoint	Nintex	Microsoft Active Directory
AutoDesk AutoCAD	WebCenter	K2	Oracle Identity Management
Adobe Acrobat	OpenText		Other LDAP-based Systems
Bentley Microstation	Documentum		

Benefits and Features

Work with the Applications & Systems You Already Use

• Works with your existing applications, enhancing your organization's productivity. The solution adds PKI-standard digital signature-based signing to your document authoring applications including Microsoft Office, AutoCAD, Bentley Microstation and Projectwise, as well as, leading PDF editors including Adobe Acrobat, Nitro Pro and BlueBeam Revu. Employees can authenticate with the Signature Appliance and the time of signing and sign directly from these applications providing an easy and secure experience.

• Enables you to sign any digital file, while preserving the native file format after the signing process, including media files and non-document formats.

• Integrates into your existing systems infrastructure and business process, including the most popular document management and workflow systems, to preserve your existing processes and policies, ensuring continuity and efficiency. The Signature Appliance integrates directly with SharePoint, OpenText, Oracle, Documentum, Nintex, K2 and more.

• Deploys quickly and easily to signers in your organization using pre-built connectors for your applications and document management systems.

Trusted and Compliant Electronic Signatures

• The DocuSign Signature Appliance delivers trusted and easily verifiable signatures. Signers are authenticated at the time of signing using your integrated corporate ID management system. The resulting e-signatures can be linked to the signer's corporate identity for maximum compliance and enforceability.

• The DocuSign Signature Appliance has the strongest track record of successful customer e-signature implementations for reliable, compliant regulated transactions in Life Sciences, Government, and Architecture, Engineering and Construction, worldwide.

• Built using industry-standard PKI technology, the Signature Appliance can also be configured to use digital certificates backed by your preferred Certificate Authority, including qualified electronic certificate providers in the European Union. No smart cards, no USB readers, no digital certificate management headaches with the Signature Appliance.

• The DocuSign Signature Appliance complies with industry and governmental regulations including ESIGN, the eIDAS e-signature regulation in the European Union, FDA 21 CFR Part 11 and many more.

Integrated Signer Management and Fast Deployment

• Simple and powerful signer management allows control of signer permissions directly from your ID management system. Authorize and revoke organizational signing permissions directly from Active Directory, Oracle ID Management or other LDAP-based ID management systems.

• Quickly realize improving efficiency, faster document turnaround times and reduced costs. Since the Signature Appliance minimizes changes to business processes and systems little to no training is required.

• Installs and sets up easily, often in a matter of hours, without extensive IT support.

Solving Challenges in Regulated Industries and Markets

More than a million users today in regulated industries including Life Sciences, Energy & Utilities, Architecture & Engineering and the Public Sector use the DocuSign Signature Appliance to automate their signature-dependent processes.

Accelerating Pharmaceutical and Medical Device Development in the Life Sciences

Organizations in the Life Sciences frequently work under strict FDA and HIPAA regulations and employ policies and processes that require multiple signatures for activities such as drug or device trials, sales, and sample management to ensure compliance. A leading provider of clinical technology services successfully deployed the Signature Appliance to meet their challenges of ensuring accountability and data integrity of signed documents under compliance with the FDA's Title 21 CFR Part 11 while also reducing costs and approval processes. In its history, the Signature Appliance has successfully passed over 10,000 CFR 21 Part 11 audits.

> "By integrating CoSign Central, approval cycles were reduced from days to mere hours and we managed to reduce turnaround time by 80%. Processes are not only faster, they're also much more efficient. These are all crucial factors in a pharmaceutical organization, where multiple approvers sign thousands of documents that must comply with FDA 21 CFR Part 11 regulations."
>
> – Sr. Business Analyst, Global Pharmaceutical Company

The EU Court of Human Rights Enables Digital Government

Departments within state, local and national public sector organizations face unique process and policy challenges combined with strict efficiency and security requirements. The European Court of Human Rights has the challenge of managing electronic signatures for over 65,000 applications received each year for EU citizens that results in 500,000 letters needing signatures from registrars and lawyers. Prior to introducing the DocuSign Signature Appliance, every document that needed to be signed had to be printed, delivered to the signing party and then, once signed, returned to an assistant who would scan the document back into the system. The Signature Appliance provided a secure, legally verifiable signing process with Active Directory-linked signatures, significantly reducing process delays, and minimizing document and process errors.

"Using electronic signatures along with our workflow and document management systems means that we can process applications more efficiently and rapidly, helping us to serve European citizens the best way possible."

John Hunter, Head of IT, European Court of Human Rights

Transforming Approval and Management Processes in Architecture, Engineering and Construction

For every construction project, a Leading U.S Engineering firm generates thousands of documents that require a signature or seal on documents and drawings resulting in a costly, time-consuming and iterative print-sign-scan cycle. The engineering firm was looking for a solution that both captures signatures and allows engineers and contractors to securely add their professional engineering seals in compliance with U.S. state requirements, through their own web portal- all while optimizing engineering processess and reducing costs. The DocuSign Signature Appliance met all these requirements while also enabling them to sign documents in their native AutoCAD, Word and PDF file format. This expedited projects while significantly reducing printing, routing and handling costs for signed and sealed documents.

"The ability to sign, and electronically submit our drawings frees our engineers from wasting valuable time signing upwards of 200 paper documents per day. Aside from significantly boosting efficiency, our customers and partners have never been happier receiving documents so quickly"

- Director of Engineering, Leading U.S. Construction Company

The DocuSign Signature Appliance
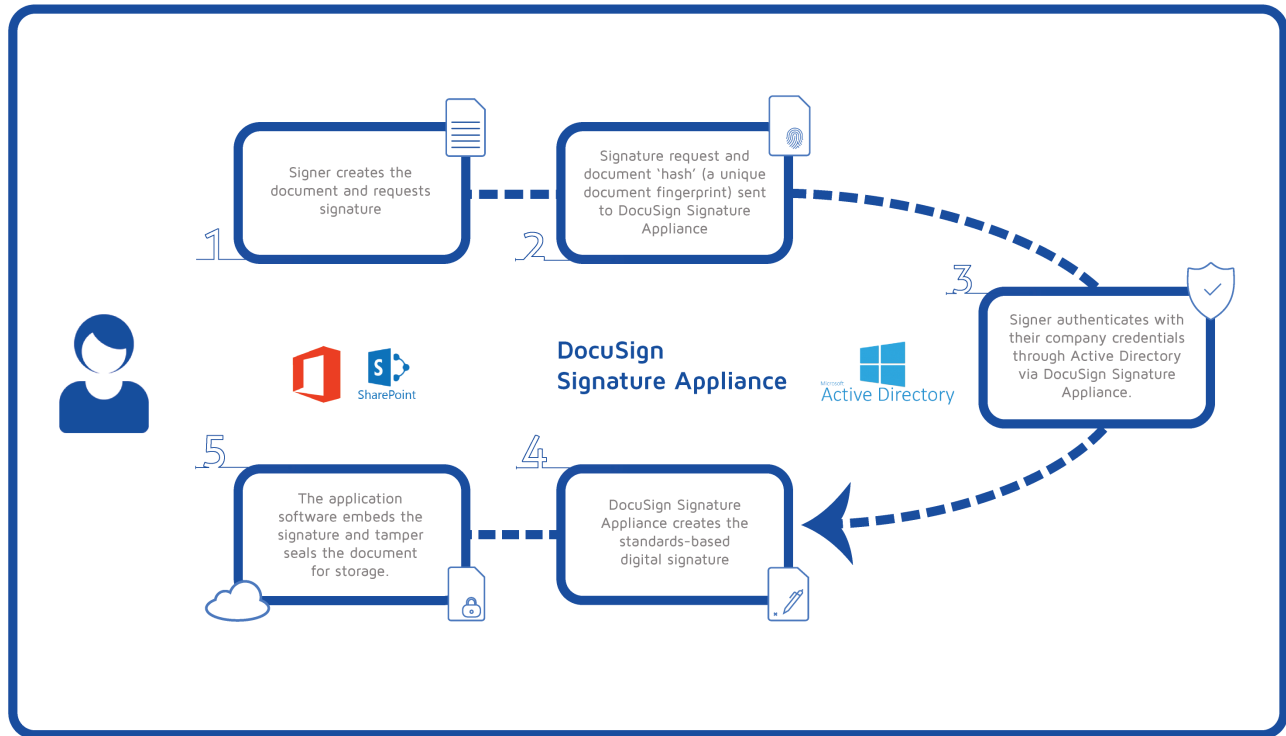
To learn more about DocuSign and about the DocuSign Signature Appliance, https://www.docusign.com/products/signature-appliance today

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