

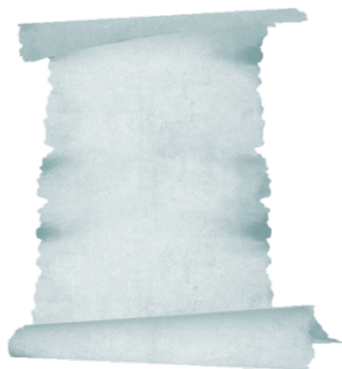


Keeping contracts digital

Ken Moyle

Vice President and Deputy General Counsel

DocuSign, Inc.



Why do we sign?

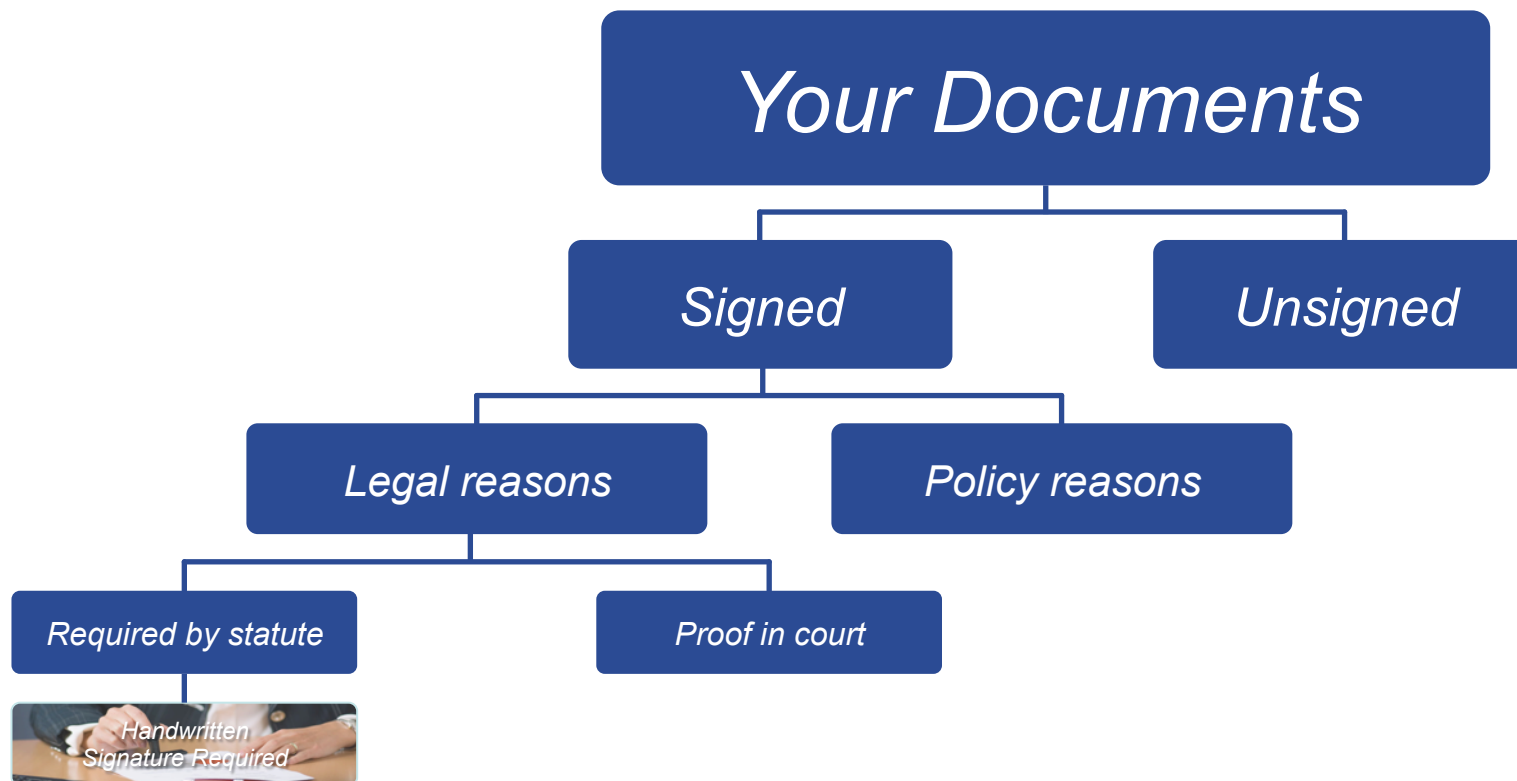
Proof of agreement

Establishment of identity

Authenticity

Legal Requirement

Legal requirement?



What Do I Need a Handwritten Signature For?

1. Real property conveyance contracts (but not leases)
2. Securities or guarantees granted for personal needs
3. Wedding contracts
4. Act of adoption
5. Act related to inheritance law



What Do I Need a Handwritten Signature For?

1. Contracts to purchase or transfer real property, or rights relating to it
2. Certain contracts disposing of corporate assets
3. Settlement agreements relating to #1 or #2 above.

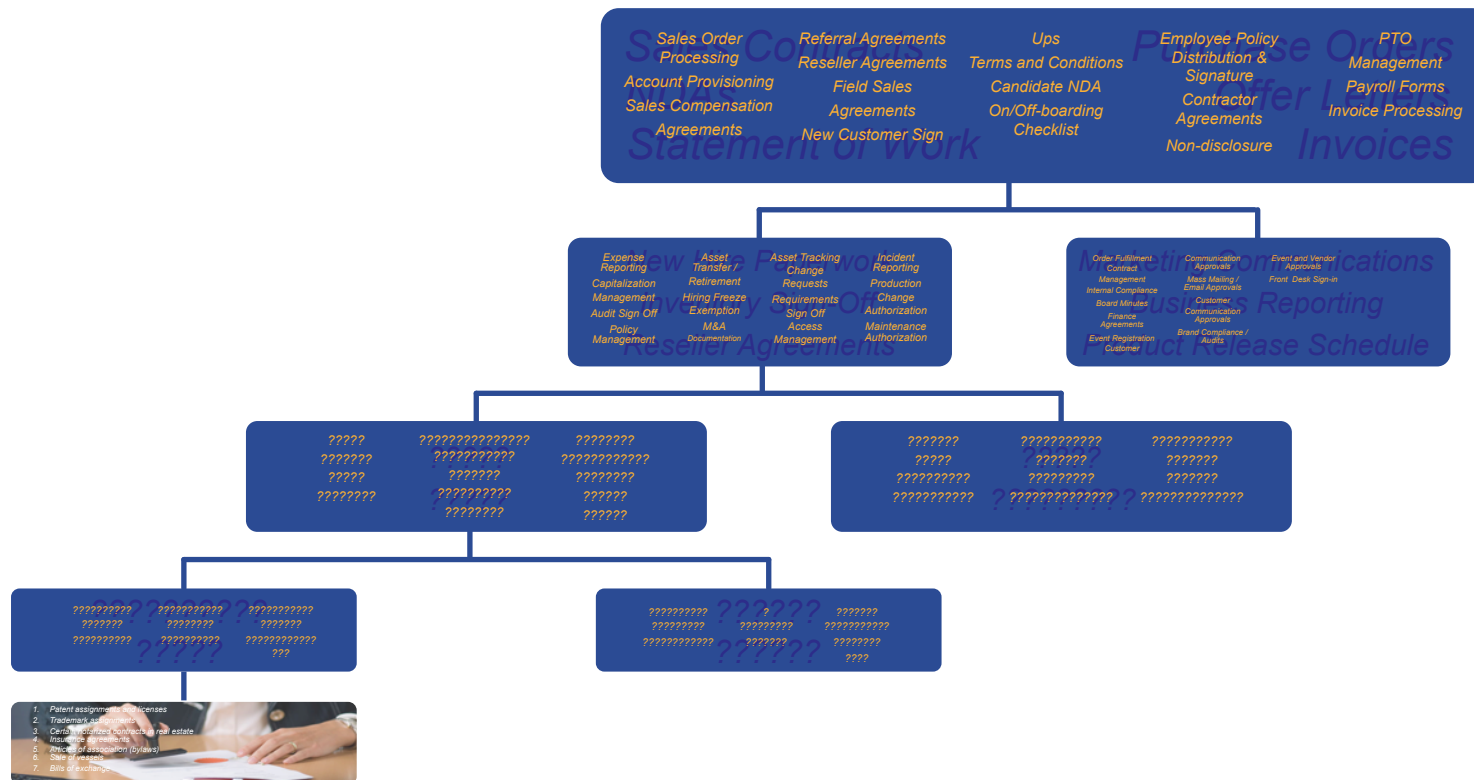


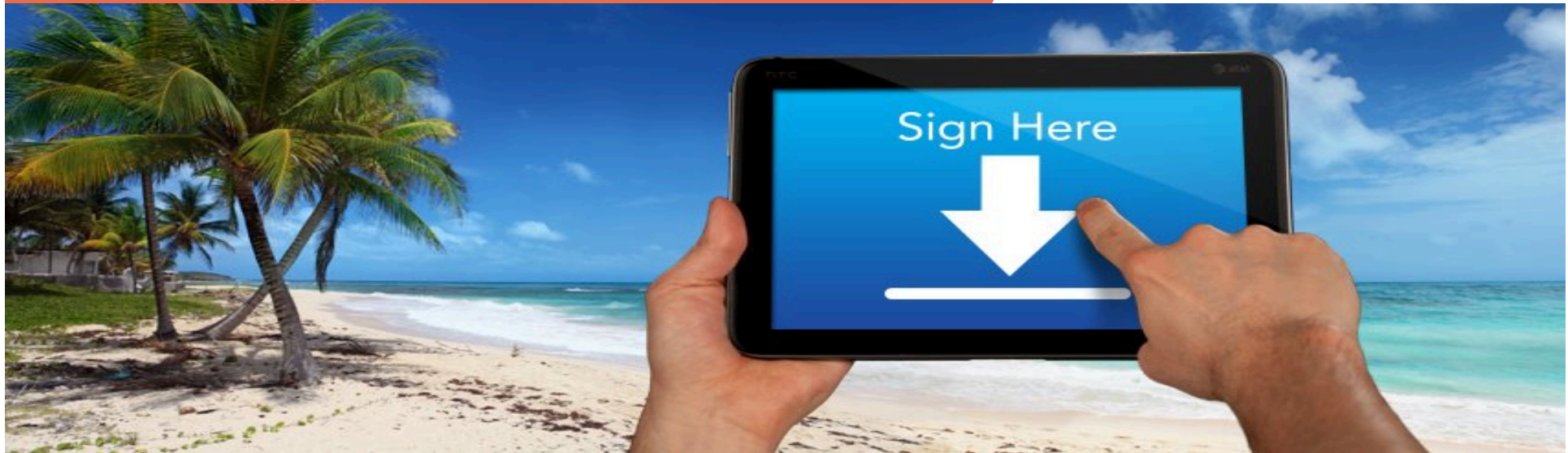
What Do I Need a Handwritten Signature For?

1. Real property transfers, assumption of mortgage
2. Certain patent and copyright assignments
3. Consumer loan agreements
4. Notice of termination (labour law)
5. Acknowledgment of debt
6. Provision of guarantee (“Übernahme einer Bürgschaft”)
7. Marriage or inheritance-related contracts

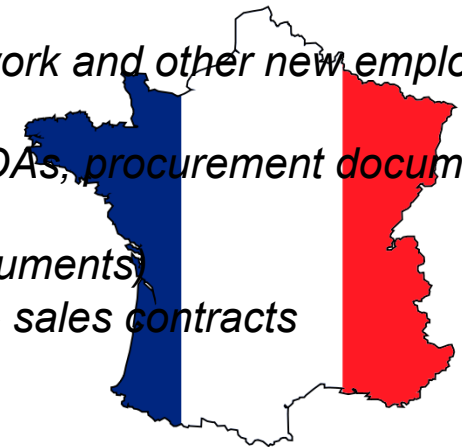


What about these...





HR documents (such as Employment Contracts, benefits paperwork and other new employee onboarding processes)
Commercial agreements between corporate entities (including NDAs, procurement documents, sales agreements)
Consumer agreements (including new retail account opening documents)
Real estate documents (including Lease agreements, purchase & sales contracts other related documentation for commercial real estate (except securities or guarantees granted for personal needs))



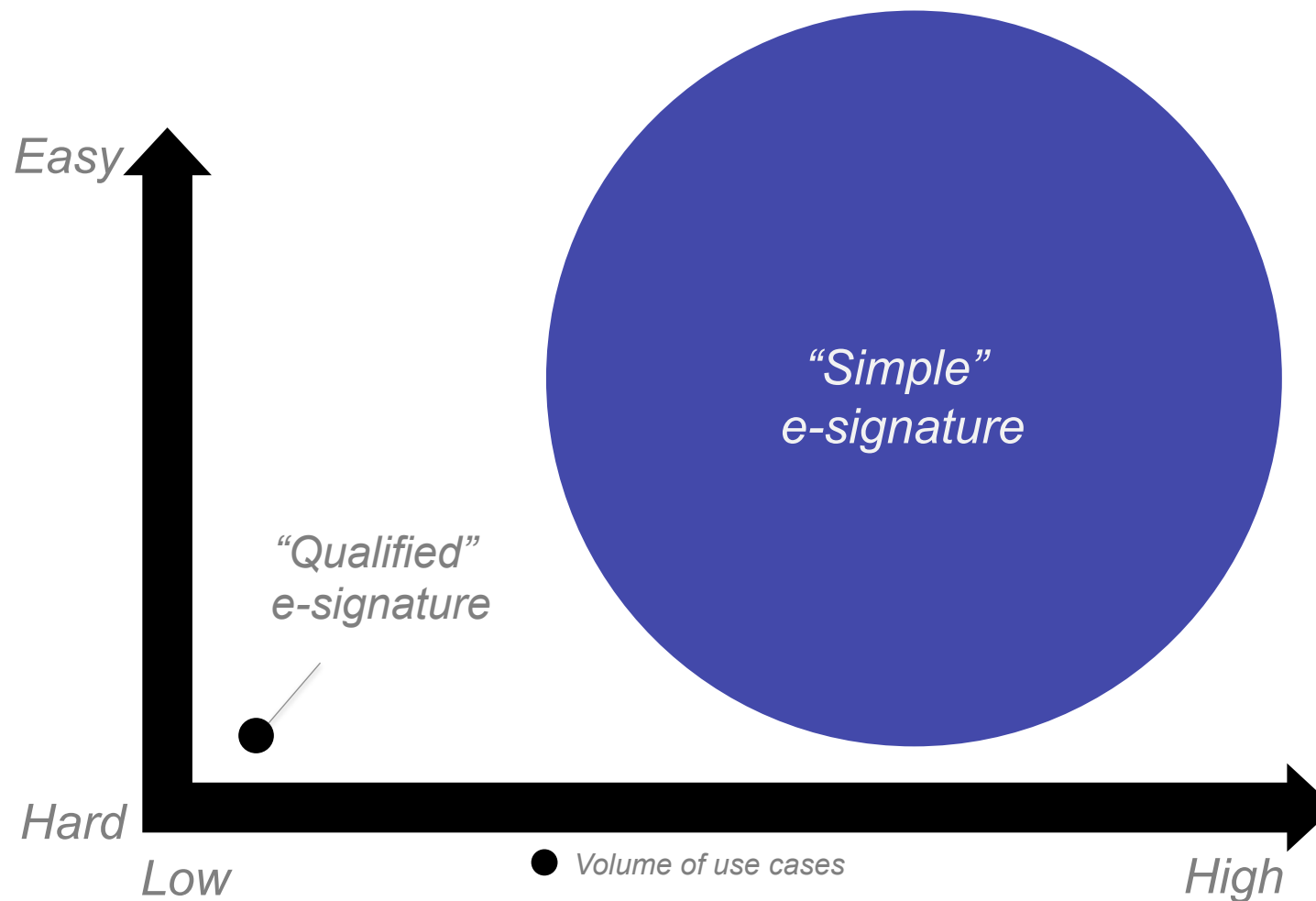


1. *HR documents (such as regular employment contracts, non-disclosure agreements, employee invention agreements, privacy notices)*
2. *commercial agreements between corporate entities (including non-disclosure agreements, purchase orders, order acknowledgements, invoices, other procurement documents, sales agreements, distribution agreements, service agreements)*
3. *consumer agreements (including new retail account opening documents, sales terms, services terms, software licenses, purchase orders, order confirmations, invoices, shipment documentation, user manuals, policies, but excluding consumer loan agreements)*
4. *service agreements*
5. *software license agreements*
6. *copyright licenses*
7. *patent licenses, trademark licenses and intangible property transfers (e.g., patent and copyright assignments)*



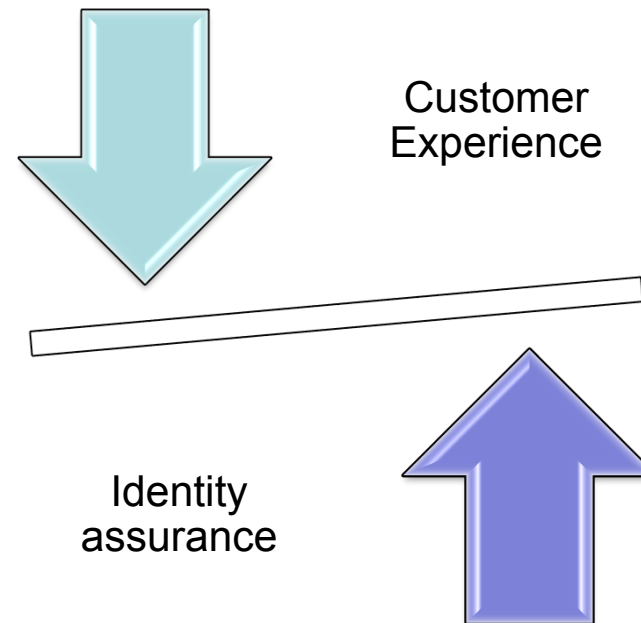


1. *HR documents (such as regular employment contracts, non-disclosure agreements, employee invention agreements, privacy notices, benefits paperwork and other new employee onboarding processes, except termination notices), commercial agreements between corporate entities (including non-disclosure agreements, purchase orders, order acknowledgements, invoices, other procurement documents, sales agreements, distribution agreements, service agreements), consumer agreements (including new retail account opening documents, sales terms, services terms, software licenses, purchase orders, order confirmations, invoices, shipment documentation, user manuals, policies, but excluding consumer loan agreements), residential and commercial lease agreements (except termination notices regarding residential lease agreements), service agreements, software license agreements, copyright licenses, patent licenses, trademark licenses and intangible property transfers (e.g., patent and copyright assignments)*

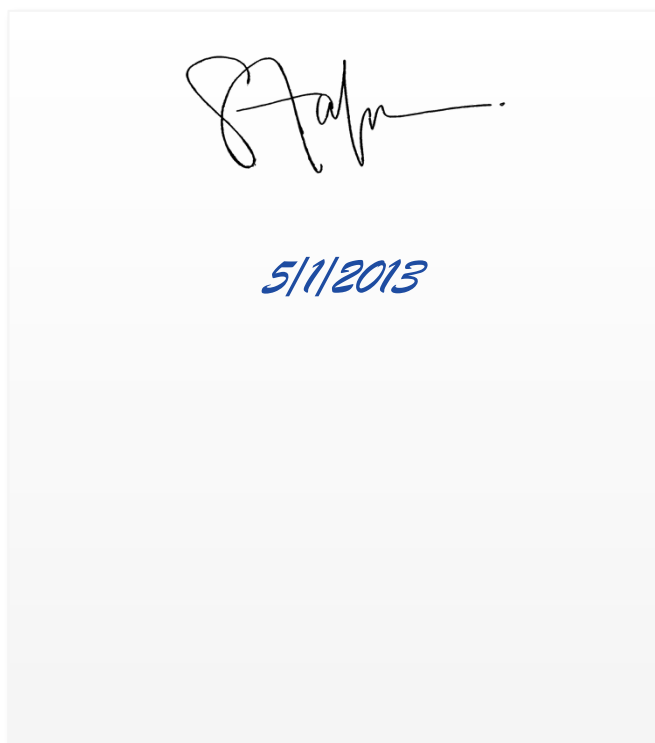


Usability is the key

- European policymakers sought “legal certainty” over all other factors
- Risk threshold for government = 0; for business it is slightly higher
- If higher assurance means lower adoption, commercial users may want to shift toward ease-of-use, even if it means more risk
- *But what is the risk you are taking today with paper?*



Which method carries more risk?



Tamper-proof container

