



Trying to Decide between Adobe® EchoSign® and DocuSign®? Make Sure You Have the Correct Information Before You Decide...

DocuSign® Close More Deals With DocuSign for Salesforce

"Even though we've seen a 20% increase in transaction volume, we've achieved a 3% reduction in orders requiring manual processing thanks to DocuSign."

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Updated August 26, 2011

- DocuSign is the industry standard for eSignature with more than 80% market share and used exclusively by Salesforce.com
- DocuSign for Salesforce is the fastest, easiest, most secure way for sales organizations to get agreements signed & returned
- DocuSign positions you to close more deals, more quickly so you can jumpstart revenue and drive market share today

EchoSign offers...

Market Position

Description	DocuSign	EchoSign ¹
Market share as measured by Compete.com	80%	<20% CORRECTION
# of customers	9+ Million	2.5 Million CORRECTION

Salesforce.com Partnership

Description	DocuSign	EchoSign ¹
AppExchange partner	✓	✓
One of fewer than 20 Salesforce.com OEM2 strategic partners	✓	
Salesforce.com vendor selection (Internal Deployment)	✓	
Salesforce.com financial investment	✓	

Functionality

Description	DocuSign	EchoSign ¹
Mobile client signing	✓	✓
Signature capture	✓	✓
Ease of sending	1 click to send	6 clicks to send CORRECTION
Send from any Salesforce object	✓	Only send from EchoSign object CORRECTION
Workflow	Serial, parallel, correct, managed	Requires custom coding
Fax back signed documents	✓	Signer can't choose CORRECTION
Signature adoption	10 styles	1 font
Form field types	All (text box, multi-line text, radio, check box, drop down, masked input, dynamic fields)	Text and check box only CORRECTION
Carbon Copy (CC) and Certified Delivery (CD) recipient role support	✓	✓
Native mobile application	✓	
Tablet in person signing	✓	✓
Branding	Customize entire signing process (color, logo, verbiage, email copy)	Logo and colors only

Compliance

Description	DocuSign	EchoSign ¹
Salesforce.com AppExchange certification	✓	✓
ESIGN Act compliance warranted	✓	✓
SAS-70 Type II application compliance	✓	✓
SLA for up-time	✓	✓
Multiple signer authentication and security (phone, knowledge-based)	✓	✓ CORRECTION
Passed hundreds of Fortune 500 information security audits	✓	✓
Legally compliant for consumer transactions	✓	✓

Customer Support

Description	DocuSign	EchoSign ¹
Customer support	7x12 phone and email	Limited CORRECTION
Developer Support	✓	✓

¹Source as of 3/1/11: EchoSign for Salesforce User Guide, AppExchange listing



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EchoSign also offers....

Merging Salesforce Data with Agreements

Description	DocuSign	EchoSign
UI for admin to define Data Mapping	✓	✓
Native Salesforce UI for Admin		✓
Merge and Map imported PDF fields		✓
Merge and Map imported text tags		✓
Merge and Map to fields created manually (drag and drop)	Only Pre-defined custom fields	✓ Any Field
Unlimited number of merge and map rules		✓
Apply Salesforce business rules to decide which Merging and/or mapping rules to use		✓

Redlining and Negotiation

Description	DocuSign	EchoSign
Full text editing		✓
Sender receives Redlining in MS Word		✓
Sender reviews, accepts or reject each change		✓
Allow editing offline in MS Word		✓
Allow Legal to review changes and create a revision without registering for an account		✓
Send a new revision for signature		✓
Stop allowing signer to suggest changes ('Final revision')		✓

Limit Distribution of Sensitive Documents

Description	DocuSign	EchoSign
Encrypt and Password Protect Signed PDFs		✓
Allow Customers to Avoid Sending Signed PDF by Email		✓

Signer Authentication

Description	DocuSign	EchoSign
One Time Password	✓	✓
Control Length and Complexity of One Time Password		✓
Require Signers to Sign In with a 3rd Party Web Identity e.g. Facebook, LinkedIn, Google, etc.		✓
Require Signers to Use a Biometric Signature		✓
Knowledge Based Authentication (by RSA)	✓	✓

For more information
www.echosign.com

