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EchoSign for Salesforce Included in Best Apps of 2008 on Force.com AppExchange from Salesforce.com

Chosen by customers from more than 800 applications, EchoSign for Salesforce is voted as Best App of 2008 in Contract Management Category

Palo Alto, CA, Feb 20, 2009 --- EchoSign, the leading Web-based provider of electronic signatures and signature automation, with over 600,000 users worldwide, today announced that EchoSign has been ranked as the top contract management solution by salesforce.com customers on the Force.com AppExchange. EchoSign is one of 14 top-rated applications that won the "Best of 2008" award out of more than 800 applications. EchoSign helps businesses of every size shorten sales cycles to increase revenue, enabling companies to differentiate their sales strategies and leverage SaaS as a powerfully efficient way to close more business on the Web.

"We're extremely appreciative of the overwhelming support that we have received from the Salesforce CRM community," said Jason Lemkin, CEO, EchoSign. "We are also excited to be in the company of chosen winners; as three are our partners, and four are our customers."

"Force.com AppExchange provides a place for companies to find innovative applications designed to extend the benefits of cloud computing throughout their organizations," said Kendall Collins, chief marketing officer at salesforce.com. "Echosign for Salesforce CRM can help our customers better manage contracts so they shorten sales cycles and maximize revenue opportunities. We congratulate EchoSign for its customer success and achievement as the top-ranked contract management solution on AppExchange in 2008."

EchoSign for Salesforce builds upon the core value proposition of using Salesforce CRM to close more deals, more quickly. By keeping the contract and deal electronic, digital, and in the Salesforce CRM environment, EchoSign brings contract management to salesforce.com customers and helps them achieve a greater return on their overall investment. EchoSign reviews -- that include comments such as "Home Run!", "Couldn't Live Without It", "Invaluable Sales Tool", "Save Time, Create Business", "New Way of Life", "Great Tool for Sales", "Wow!" -- reinforce the value of a 'closed loop' e-contracting service for getting contracts signed, tracked and filed. EchoSign for Salesforce adeptly manages the 'close cycle',



the last crucial step of the sales cycle, ultimately providing sales teams with a competitive, productivity-enhancing solution.

About the Force.com AppExchange

The Force.com AppExchange at <http://www.salesforce.com/appexchange/> is the world's leading Web marketplace for cloud computing applications. Customers of all sizes can visit the AppExchange to find, sample, and select from hundreds of applications that run on the Force.com platform to extend the benefits of cloud computing throughout their enterprises.

About EchoSign

In just one click, the EchoSign electronic signature solution automates the entire signature process from the request for signature to the distribution and filing of the executed agreement or form. With nothing to download, learn or install, there is simply no faster or secure way to get your contracts signed, tracked and filed. EchoSign customers close over \$100M in contracts each month with an average 'quote to close' time of 42 minutes. EchoSign has won numerous awards including Red Herring Top 100 Private Company, "One to Watch" by Gartner Research, and Best of Show at Office 2.0, and has twice been named by Salesforce.com as an AppExchange Essential. Over 600,000 users at organizations such as AtRoad, British Telecom, GE Capital, Netscout, Qualcomm, Time Warner Cable, and the University of California use EchoSign everyday to get contracts signed, tracked and filed in the most efficient and effective way possible. For more information and access to web service, visit <http://www.echosign.com>. For a free trial, visit <https://secure.echosign.com/public/register?rs=appexpr&rc=appexprfr>, or to see a free online demo, register at www.echosign.com/public/webinar.jsp?rs=appexpr&rc=appexprweb.

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