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EchoSign Reaches 1 Million Users

Signifies momentum and mainstream acceptance of electronic signatures, and highlights the benefits of SaaS and cloud computing

Palo Alto, CA, Sept 24, 2009 --- [EchoSign](#), the leading Web-based provider of [electronic signatures](#) and signature automation, today announced it has surpassed 1 million users. EchoSign's on demand electronic signatures provide a digital contract signing experience that takes the entire business process of signing, tracking and filing contracts into the cloud, giving companies a powerful tool to drive efficiency and increased profitability.

Electronic signatures are experiencing simultaneous momentum with the adoption of SaaS and cloud computing. EchoSign's on demand electronic signature solution:

- gets deals closed more quickly and stores contracts in a centralized place;
- facilitates a quicker time-to-sign across sales, HR, procurement, and legal, and;
- is especially beneficial to contract-intensive industries such as real estate, telecom and insurance.

"Electronic-signature (e-signature) software suites and services reliably and easily present, sign, route and store electronic records, and audit the signing process events to support potential legal proceedings. Client interest in electronic signatures has grown during the past year, so vendors must respond to meet market demand," says Gregg Kreizman, Research Director, Gartner Inc.

Click [here](#) for a video demo of EchoSign, which lets users sign on the go with a mobile capability.

Electronic Signatures Going Mainstream

With customers ranging from consultants and small businesses to brand name companies such as British Telecomm and Qualcomm, EchoSign helps businesses of all sizes get contracts signed quickly and securely. In aggregate, EchoSign users close a combined value of \$200 million in contracts each month using the service.

- "EchoSign has been a salesforce.com partner since 2006, and we're excited to see them achieve this milestone of one million users," said Kendall Collins, chief marketing officer at salesforce.com. "Over the years our joint customers have enjoyed the benefits of EchoSign for Salesforce CRM, which enables companies to manage contracts in the cloud. In fact, the solution was voted the Best App of 2008: Contract Management by the AppExchange community. We congratulate EchoSign and wish them ongoing success."
- "Congratulations EchoSign! Even as an early user I knew you'd be successful. Our biggest wins with EchoSign are our ability to close clients extremely quickly, and the professional image that it gives to our clients. In many cases we have an executed agreement within 5 minutes of speaking with our customers." - Brian Eng, co-founder and CTO, Bluebuzzard, an early EchoSign customer since 2006.
- "We regularly close 25,000 contracts per month using EchoSign eSignature. This traffic would previously have gone through the post, so we are cutting operational costs, signing contracts quicker and collecting cash faster. This has given BT Business a huge productivity burst.



Congratulations on hitting a million users!" Bill Murphy, managing director, BT Business, an EchoSign customer and partner since 2007. BT uses EchoSign to manage its relationships with more than a million phone and broadband, software and IT services customers.

- "Congratulations EchoSign! We were an early user at Network General and had great results. I'm a repeat customer – using EchoSign at Network General and now Extreme Networks." Robert Schlossman, Senior Vice President and General Counsel, Extreme Networks, EchoSign customer since 2008.
- Using EchoSign for Salesforce, the Qualcomm QES division has been an EchoSign customer since 2008. The contract visibility within Salesforce CRM significantly reduces the time spent on email or phone call follow-ups, enabling the sales team to focus on the sale and not associated paperwork. Qualcomm QES has seen executed agreements in as fast as 11 minutes. In addition the contracts department has found that EchoSign is becoming the preferred signature method for both the sales team and for customers as they are exposed to it. For additional information, read the full Qualcomm case study [here](#).

A Greener Business and Environment

To celebrate its' 1 million user milestone, EchoSign will plant a tree with the Arbor Foundation for every comment an EchoSign user shares on EchoSign's Facebook wall, found [here](#). "We're very excited by this company milestone," said Jason Lemkin, CEO, EchoSign. "We'd love to be able to plant 1 million trees, so I encourage our users to visit our Facebook page and share their EchoSign experiences."

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 \$200M in contracts each month with an average 'quote to close' time of 42 minutes. EchoSign has won numerous awards including a 2009 WizKids Award from Beagle Research Group, LLC, Red Herring Top 100 Private Company, and has twice been named by Salesforce.com as an AppExchange Essential and JMP Securities in the "Hot 100 Report". Over 1 million users at organizations such as British Telecom, Comcast Spotlight, Delta Airlines, GE Capital, Qualcomm, and Time Warner Cable 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 the [website](#).

For more information, sign up for a [free](#) trial of EchoSign, or [register](#) for a weekly webinar.