

FOR IMMEDIATE RELEASE

**ECHOSIGN LAUNCHES FIRST WEB 2.0 DOCUMENT TRACKING AND MANAGEMENT SERVICE**

-- Leverages innovative Internet technologies to enable easy and efficient signing, tracking, archiving and sharing of documents --

PALO ALTO, Calif., April 17, 2006 – EchoSign ([www.echosign.com](http://www.echosign.com)) today launched the first Web 2.0 service that completely automates the process of signing, tracking and archiving agreements. EchoSign dramatically reduces the cost and complexity of managing signed documents and contracts for small, medium and large businesses. There is no software to install, no training required, and there are no new systems to learn.

With EchoSign, users have instant access from anywhere to all of their agreements as well as their status -- which documents are still out for signature; which ones have been signed; and which ones haven't. EchoSign both automatically tracks down written fax signatures, and also has an optional e-signature feature that makes it even easier to sign documents from any location. And EchoSign archives all of its users' documents in the standard PDF format, with the signature included.

“Every business struggles to get documents signed on a timely basis, but how do you keep track of which ones are signed and which are still out for signature? How do you make sure documents actually get signed once you send them out? And how do you find a signed agreement, months after you've signed it?” said Jeff Zwelling, President and Co-Founder of EchoSign. “EchoSign solves these problems with a novel document exchange platform that keeps track of all your executed documents, and automatically organizes them and makes them accessible at anytime.”

In fact, 75 percent of U.S. companies can not find 90 percent of their contracts, according to research conducted by Aberdeen Research Group.

Getting an agreement signed through EchoSign takes only seconds. Users simply email an agreement that needs to be signed through EchoSign.com. The recipient then receives an email with the agreement attached, and just signs and faxes the agreement back using the enclosed EchoSign fax cover sheet. Upon receiving the fax, EchoSign then automatically e-mails signed copies of the agreement to all parties as a PDF. For easy access, the signed document is also available anytime in all parties' EchoSign accounts and can be forwarded to other professionals, if necessary.

EchoSign is ideal for a broad range of uses for small, medium and large businesses, including:

- **Human Resources:** As much as 80% of an HR professional's time can be spent just processing and tracking paperwork, according to Forrester Research. EchoSign frees HR professionals to work on high value matters in their organizations by automating the process of tracking and getting signatures on documents such as offer letters, confidentiality agreements, and staffing requisitions. For example, employees can complete benefits enrollment documents and sign them entirely through EchoSign. The HR manager can then automatically track the status of these benefits forms, with instant access to information on who has turned them in and who hasn't. EchoSign can also automatically remind those who haven't signed that they need to.
- **Advertising:** Keeping track of multiple advertising insertion orders, with different prices and schedules, can be a daunting task. With EchoSign, finalized insertion orders are easy to find and easily accessible even months or years later, when a dispute or confusion about terms arises.
- **Sales Teams:** EchoSign enables salespeople to spend more time selling and less time tracking down signatures. EchoSign acts as the salesperson's virtual assistant, making sure sales contracts get signed, and monitoring which ones haven't come back yet.
- **Small Businesses:** Helps manage the flow of signed documents, such as sub-contractor agreements, invoices and purchase orders. It also provides a centralized location to easily access these signed documents.

EchoSign offers the following benefits to business and organizations of all sizes:

- **More Secure than Email:** Every page is SSL secured and all documents are encrypted. The agreements archived on EchoSign are unalterable.
- **Legally-Binding Documents:** Documents signed through EchoSign are legally binding, whether signed with a fax signature, or an e-signature. Under the E-Sign Act of 2000, EchoSign e-signatures have the same effect as signed paper.
- **Makes Signed Documents Accessible Anytime, Anywhere:** Signed documents are emailed to users in the universal PDF format, not as proprietary files like many other services. An archival copy is also automatically saved in the user's EchoSign account, making important documents accessible to users 24 hours a day, from any computer around the world.
- **Sarbanes-Oxley Compliance:** EchoSign helps businesses comply with Sarbanes-Oxley and other federal regulations by providing third party verification of when document are delivered, when they are signed, and who has received copies.

According to Zwelling, "Many businesses and other organizations already have some document management systems in place, from Documentum to Salesforce.com's contract

management module, to basic Outlook public folders. EchoSign doesn't replace them. In fact, it leverages that investment by enabling organizations to easily incorporate signed versions of their documents into their existing systems, which otherwise typically are otherwise populated with 'last drafts' and unsigned 'final versions'."

### **Pricing and Availability**

The EchoSign Basic service is free, enabling users to exchange an unlimited number of documents with others, and to store the last 20 documents in their account. With the EchoSign Pro service (\$12.95 per month), an unlimited number of documents can be automatically stored online. With pricing based on the size of the organization, the EchoSign Enterprise service provides companies with a branded experience, specialized compliance capabilities and hierarchical accounts. Available immediately at [www.echosign.com](http://www.echosign.com), EchoSign can be instantly deployed, with no software to install.

### **About EchoSign**

EchoSign's mission is to dramatically improve the document management and tracking experience for users, leveraging the convenience and benefits of Web 2.0 technology. EchoSign provides a secure AJAX web client that makes the process of getting documents signed painless. More information and the service are available at [www.echosign.com](http://www.echosign.com), or by calling 650-352-5454.

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