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More than Sixty Salesforce.com Customers Successfully Deploy EchoSign for On-Demand eSignatures and Contract Management via the AppExchange

Cartelligent Intacct, LinkedIn, Vertical Response among companies using EchoSign for Salesforce to bring the power of contract management to on-demand CRM, delivering signed sales contracts in under an hour

PALO ALTO, Calif., and SAN FRANCISCO, January 23, 2008 – EchoSign, the leading web-based signature automation service, and salesforce.com [NYSE: CRM], the market and technology leader in Software-as-a-Service and Platform-as-a-Service, today announced that more than sixty customers, including Cartelligent, Intacct, LinkedIn, and Vertical Response, have successfully deployed EchoSign for Salesforce via the AppExchange for on-demand contract management. With EchoSign for Salesforce, an organization's contracts are automatically signed, tracked and filed in Salesforce, dramatically improving sales performance and visibility for sales management, legal and finance.

With EchoSign for Salesforce, contracts are either signed via e-signature or written signature, and when executed are automatically saved with the sales opportunity or contact. In addition, each party automatically receives a copy of the signed agreement via email, and an audit trail reveals the contract status at every step of the signature process. Sales teams of any size can leverage this powerful solution to track every deal in real-time, deliver accurate forecasts, measure contract performance through a report or dashboard, and significantly decrease the length of contract signature cycles from days or weeks to minutes. EchoSign customers close more than \$100M in contracts each month with an average 'quote to close' time of 42 minutes.

"EchoSign delivers functionality that is an absolute must have for any sales team," said Kathy Lord, Vice President, Sales, Intacct. "After our initial rollout, our time to signature went from days to just minutes. Our reps and services teams have embraced it like fish to water and our order management is almost 100 percent automated."

"We are a decentralized team and needed to implement automated controls around processing contracts," comments Brooke Watts, Sr. Manager, Customer Advocacy, LinkedIn. "With EchoSign, contracts come back signed in minutes, and our customers frequently comment on how easy it is to finish the process. Our success with EchoSign thus far has prompted us to explore additional uses internally."

"We've had a great experience with EchoSign. Our contracts are signed faster and our customers are impressed because we are presenting the contracts in a more polished way. EchoSign has significantly reduced our contract administration," said Ken Engberg, President and COO, Cartelligent. "We're happy to give our fax machines a rest!"

"EchoSign for Salesforce brings the power of on demand to contract management, giving companies real-time visibility into the contract management process," said Clarence So, Chief Marketing Officer, salesforce.com. "Our customers can quickly and easily deploy EchoSign via

the AppExchange, and benefit immediately from the ability to send, track, and file contracts within Salesforce.”

“Partnering with salesforce.com has simply exceeded our expectations. As a tool focused on salespeople and sales ops, we knew being on AppExchange would be important. But what we’ve learned with our 60 plus joint customers is just how powerful natively integrating our app into Force.com and Salesforce really is for the end customer. Using the Force.com platform and AppExchange, we automatically turn Salesforce into a fully automated contract tracking, management, and storage system – in one click, with no work. Simply put, our application is dramatically more powerful and valuable when natively run inside of Salesforce,” said Jason Lemkin, CEO, EchoSign.

In part due to its success on AppExchange, EchoSign recently secured a \$6 million Series B Preferred round led by Emergence Capital with full participation from previous investor Storm Ventures, which will allow the company to expand its sales, marketing, and product development operations and meet increasing demand for its popular on-demand application.

Force.com Platform and the AppExchange

Force.com (<http://www.force.com/>) reinvents the traditional development, deployment and distribution of any business application with platform-as-a-service. Developers, customers and partners can use Force.com to easily create a new generation of on-demand applications and deploy them worldwide as a service. Force.com allows applications to be easily shared, exchanged and installed with a few simple clicks via salesforce.com's AppExchange marketplace, enabling all the innovation that Force.com unleashes to be easily distributed to the entire on-demand community.

The AppExchange economy continues to expand, with thousands of customers installing applications via the AppExchange. Customers of all sizes can quickly and easily extend Salesforce with additional on-demand business applications available on the AppExchange, found at <http://www.salesforce.com/appexchange/>.

About salesforce.com

Salesforce.com is the market and technology leader in Software-as-a-Service (SaaS) and Platform-as-a-Service (PaaS). The company's portfolio of SaaS applications, including its award-winning CRM, available at <http://www.salesforce.com/products/>, has revolutionized the ways that customers manage and share business information over the Internet. The company's Force.com PaaS enables customers, developers and partners to build powerful on-demand applications that deliver the benefits of multi-tenancy across the enterprise. Applications built on the Force.com platform, available at <http://www.force.com>, can be easily shared, exchanged and installed with a few simple clicks via salesforce.com's AppExchange marketplace available at <http://www.salesforce.com/appexchange>.

As of October 31, 2007, salesforce.com manages customer information for approximately 38,100 customers including ABN AMRO, Dow Jones Newswires, Japan Post, Kaiser Permanente, KONE, Sprint Nextel, and SunTrust Banks. Any unreleased services or features referenced in this or other press releases or public statements are not currently available and may not be delivered on time or at all. Customers who purchase salesforce.com applications should make their purchase decisions based upon features that are currently available. Salesforce.com has headquarters in San Francisco, with offices in Europe and Asia, and trades on the New York Stock Exchange under the ticker symbol "CRM". For more information please visit <http://www.salesforce.com>, or call 1-800-NO-SOFTWARE.

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About EchoSign

In just one click, the EchoSign 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, Best of Show at Office 2.0 Conference, Judge's Choice from IBD Network/Under the Radar, and Salesforce.com's AppExchange Essential. Over 175,000 users at organizations such as AtRoad, British Telecomm, GE Capital, Johnson & Johnson, Network General, 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 www.echosign.com.