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EchoSign Receives AppExchange Best of 2010 Award for Contract Management from Salesforce.com Customers

Customers honor EchoSign for Salesforce with best app in the Contract Management category for the third year in a row

Palo Alto, CA Feb. 10, 2011 – [EchoSign](http://www.salesforce.com/appexchange/), the web-based provider of electronic signatures, announced today it has been selected by salesforce.com customers for an AppExchange Best of 2010 Award. In receiving this customer choice award for contract management, EchoSign received recognition for its ability to take customer success, satisfaction and application excellence to new levels. Built using the Force.com platform, EchoSign is immediately available for test drive and deployment on the AppExchange, the world's most-popular marketplace for business apps, at <http://www.salesforce.com/appexchange/>.

EchoSign supports more than three million users worldwide to help them collaborate, negotiate, share contracts and esign documents in the cloud. EchoSign lets customers run their business on the web by boosting productivity, shortening the sales cycle and helping close more deals in the cloud.

“A generational shift is occurring, and the web is changing the way people send contracts for the first time in decades, much the way sharing videos, music, books and photos have been utterly transformed by the web,” said Jason Lemkin, CEO of EchoSign. “Bringing contracts to the web and working with salesforce.com is enabling this shift and helping businesses see instant ROI by making it easier to conduct business daily in the cloud.”

“Salesforce.com customers can use the AppExchange to find new apps to drive productivity in their organizations,” said Kendall Collins, chief marketing officer at salesforce.com. “With EchoSign, Salesforce users can now take advantage of customizable drag-and-drop form fields and signature blocks, the ability to preview documents before sending for signature and customizable alerts. We congratulate EchoSign for being recognized by customers as the top-ranked Contract Management application on AppExchange in 2010.”

The Contract Management category, one of 11 separate categories, recognizes applications which streamline common sales operations processes like signature collection and document creation. The “Best of” customer choice awards recognize AppExchange partners who have had excellent user reviews in a specific calendar year. They are awarded based on user-contributed reviews and do not reflect the opinions of salesforce.com, its employees or partners.

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 esign and close over \$300M in contracts each month with an average 'quote to close' time of 42 minutes. EchoSign, a pioneer and innovator for the web-based esignature, 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 3 million users at organizations such as British Telecom, Comcast, 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](#).

About the Force.com Platform and AppExchange

Force.com is the only proven enterprise platform for building and running business applications in the cloud. The Force.com platform powers the Salesforce CRM <<http://www.salesforce.com/>> (<http://www.salesforce.com/>) applications, more than 1,000 ISV partner applications like those from CA Technologies, FinancialForce.com and Fujitsu, and 185,000 custom applications used by salesforce.com's 87,200 customers such as Japan Post, Kaiser Permanente, KONE and Sprint Nextel. Force.com also enables developers to make any enterprise app social by leveraging the social collaboration components including profiles, status updates, and real-time feeds available with Chatter. Applications built on the Force.com platform can be easily distributed to the entire cloud computing community through the salesforce.com AppExchange 2 marketplace <http://www.salesforce.com/appexchange/>, now featuring the ChatterExchange.