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SpringCM and EchoSign Team to Streamline Contract Management and Approval Processes

Combined Solution Expedites Contract Sign-offs and Time to Revenue

SAN MATEO, Calif. – Dec. 12, 2007 – SpringCM (www.springcm.com), the leader in on-demand document management and workflow, and EchoSign (www.echosign.com), the leading Web-based signature automation service, today announced a partnership to streamline the internal and external approval cycles for contracts, proposals, statements of work (SOWs) and other project documents. By integrating the EchoSign electronic signature system with the SpringCM Contract Management solution, as well as its Contract Accelerator for Salesforce.com, users are able to route contracts and other key documents through internal and external approvals in a single integrated solution. Information on the combined solution, which is available immediately, is posted at www.springcm.com/contracts or by calling 877-362-7373.

“Contract lifecycle applications add tremendous value to the enterprise, but traditionally have lacked a method to automate contract processing — getting the contracts signed, tracked and filed,” said Jason Lemkin, CEO of EchoSign. “With SpringCM, we’ve brought the two best-of-breed leaders together to automate the entire contracting process and bring even greater value to both SpringCM’s and EchoSign’s customers.”

The SpringCM solution manages all aspects of document management, routing and approval for contracts, proposals and other documents used by sales, legal and finance departments. SpringCM is fully integrated with CRM systems such as salesforce.com. EchoSign enables users to instantly get contracts and other documents signed electronically from any browser, anywhere, without the burden of waiting for paperwork returned through fax machines or overnight mail. EchoSign, offering both a stand-alone Web-based product and one seamlessly integrated with

salesforce.com, closes over \$100M in contracts every month with an average “quote to close time” of 42 minutes. Sending a document out for signature is as easy as selecting the document in SpringCM and picking the “Send for Signature” option, which presents the recipient with clear and easy-to-understand e-mail instructions on how to sign the document by typing their name and initials and clicking “Sign.” The document is then automatically inserted into the secure SpringCM repository in its signed form.

Dan Carmel, CEO of SpringCM, added “This partnership is very beneficial to our customers because the key to addressing contract and proposal management bottlenecks is automating internal and external approvals. By integrating electronic signatures, document management and process automation together, SpringCM and EchoSign provide a sophisticated end-to-end solution for complex contract automation.”

About SpringCM

SpringCM offers enterprise-class document management, capture, collaboration and workflow, delivered as an on-demand service. Designed and built by ECM industry veterans, SpringCM is easy to configure and rapidly deployed, resulting in low cost, low risk ECM solutions not previously available without significant time, risk and capital investment. Industry leaders such as General Electric, Avon, Cox Communications, Stratus Technologies, Comcast and HealthNet all rely on SpringCM for mission critical content management across finance, logistics, contract management, corporate legal, distribution and compliance. For more information on SpringCM, please visit www.springcm.com.

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, Honeywell, 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.

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