NEWS RELEASE

DocuSign and Ingram Micro Cloud expand distribution partnership to open up significant new global business opportunities

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SAN FRANCISCO, Sept. 27, 2017 /PRNewswire/ -- Building on a partnership formed in February this year, DocuSign – the eSignature and digital transaction management (DTM) leader – today announced a distribution partnership with Ingram Micro Inc. – a leader in technology, mobility, cloud and supply chain solutions. The new partnership will expand the availability of DocuSign's digital offerings to thousands of resellers and new customers around the world.

Starting today, DocuSign's Business Pro Cloud Edition will be available in the United States via the Ingram Micro Cloud Marketplace, an e-commerce platform providing an end-to-end portfolio of more than 200 vetted cloud services to more than 40,000 channel partners globally. DocuSign's offerings will soon be available in additional countries via the Cloud Marketplace – starting with Australia, Canada, Brazil, Mexico and a number of countries throughout Europe in coming weeks.

According to Mark Register, senior vice president of business development and channels at DocuSign, today's news fits squarely within the company's strategy to partner with leading distributors to drive deliberate and measured expansion around the world.

"As a company, we've seen phenomenal growth over the past year – we now have more than 300,000 customers and more than 200 million users in 188 countries, and we're welcoming 300,000 new users to DocuSign every day," said Register.

"However, we feel we're only just scratching the surface of our potential. Partnering with Ingram Micro enables us

to immediately leverage its unparalleled global infrastructure to significantly expand our network of resellers, ultimately providing access to hundreds of thousands of potential customers we'd be unable to reach on our own. We think that offers benefits to customers of all sizes, and it also supports the local reseller channel in many markets."

"DocuSign's solutions deliver value across many areas of a customer's business, presenting significant opportunities for our channel partners," said Jason Bystrak, executive director, technology partner enablement, Ingram Micro Cloud. "The DocuSign Business Pro Cloud Edition broadens the vast ecosystem of cloud solutions that our channel partners can offer, making it a welcome addition to the Ingram Micro Cloud Marketplace."

For more information on DocuSign, visit **www.docusign.com**. For more information on Ingram Micro Cloud, visit **www.ingrammicrocloud.com**.

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