NEWS RELEASE

Docusign Intelligent Agreement Management to Be Sold as SAP Solution Extensions

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SAP Signature and Agreement Management by Docusign for SAP Sales Cloud and SAP SuccessFactors Now Available

SAN FRANCISCO, Oct. 26, 2026 /PRNewswire/ -- Docusign (Nasdaq: DOCU) today announced that the solutions it developed — SAP Signature and Agreement Management by Docusign for SAP Sales Cloud and SAP Signature and Agreement Management by Docusign for SAP SuccessFactors — will be sold as SAP Solution Extensions. The offerings embed Docusign Intelligent Agreement Management (IAM) directly into everyday sales and HR workflows, enabling customers to create, sign, and manage contracts, and automatically sync data back into SAP solutions, without ever leaving the system they already use.

Docusign IAM brings agreement intelligence into SAP Sales Cloud and SAP SuccessFactors, enabling sales and HR teams to manage agreements within the systems where they already work. By connecting agreements, data, and workflows, Docusign IAM improves visibility and helps accelerate business processes. It will also integrate with Joule Work to coordinate agreement-driven work across the organization's broader technology landscape.

"Contracts drive every deal and every hire, but for too long, they have been disconnected from the systems where that work actually happens," said Allan Thygesen, CEO of Docusign. " We're helping to close that gap by bringing Docusign IAM directly into SAP Sales Cloud and SAP SuccessFactors, so agreement intelligence lives where sales and HR teams already work. This is what it looks like when two trusted platforms come together to remove friction from the way businesses actually run."

"Our customers want their core processes to run end to end, without handoffs between systems," said Sebastian Steinhaeuser, COO and member of the Executive Board, SAP SE. "With these offerings, a signed deal or offer letter

is no longer the end of a separate process. Its data flows directly back into SAP solutions, where it can shape the next forecast, renewal, or onboarding step."

The solutions are SAP-branded, sold, and supported, helping businesses to:

SAP Signature and Agreement Management by Docusign for SAP Sales Cloud

- Work where sales teams already work. Trigger sales contract workflows directly from SAP Sales Cloud — creating, sending, tracking, and managing contracts without switching applications or re-entering data.
- Accelerate the sales cycle. Keep sellers focused on selling and shorten the sales cycle by moving faster across the full agreement lifecycle.
- Turn every contract into actionable insights. Give sales and operations teams a real-time view of completed and expiring agreements, plus key commercial terms, right inside SAP solutions to manage for today as well as plan for tomorrow's renewal.
- Strengthen accuracy, compliance, and trust. Reduce manual data entry and the errors that come with switching applications, while improving alignment with legal and operations teams.
- Improve the experience for every participant. Track every step through the review and approval process while sales, legal, finance and operations collaborate in a single workflow.

SAP Signature and Agreement Management by Docusign for SAP SuccessFactors

- Accelerate talent onboarding. Automate contract workflows so HR teams spend less time on paperwork and more time on people.
- Automate the employee agreement journey. Connect offer letters and onboarding forms straight through to signed-document data in the employee's SAP SuccessFactors profile — no manual entry required.
- Turn every agreement into connected business data. Find employee data fast through a searchable employee agreement repository with AI-powered data extraction.
- Strengthen compliance. Automate on-demand verification within the signing experience, including I-9 verification and instant E-Verify filing.
- Improve the employee experience. Give new hires an onboarding experience that lets them focus on the job ahead, not form completion.

Docusign is an SAP Solution Extension partner, specifically chosen to extend SAP Sales Cloud and SAP SuccessFactors HCM suite by offering industry leading agreement intelligence capabilities. These solutions have undergone a premium qualification process, exclusive to SAP Solution Extensions, and are supported with available SAP support services. Sold by SAP as a premium-certified solution, Docusign IAM delivers out-of-the-box integration with SAP Business AI Platform and aligns with SAP's Autonomous Enterprise vision.

About Docusign

Docusign brings agreements to life. Over 1.9 million customers and more than a billion people in over 180 countries use Docusign solutions to accelerate the process of doing business and simplify people's lives. With intelligent agreement management, Docusign unleashes business-critical data that is trapped inside of documents — data that, until now, was disconnected from business systems of record, costing businesses time, money, and opportunity. Using Docusign's AI-native IAM platform, companies can create, commit, and manage agreements with solutions created by the #1 company in e-signature and CLM. Learn more at **www.docusign.com**.

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