NEWS RELEASE

Docusign Named a Leader in the 2026-2027 IDC MarketScape for Worldwide Contract Life-Cycle Management Software for Corporate Legal

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SAN FRANCISCO, Nov. 4, 2026 /PRNewswire/ -- Docusign (NASDAQ: DOCU), the leader in Intelligent Agreement Management (IAM), today announced that it has been named a Leader in the IDC MarketScape: Worldwide Contract Life-Cycle Management Software for Corporate Legal 2026-2027, IDC Doc #US54117526e.

The Docusign IAM platform helps legal teams create, review, sign, and manage contracts while connecting their work with sales, procurement, HR, and other business functions. Docusign helps organizations understand what's in their contracts and act on those insights, helping over 1.9 million businesses worldwide accelerate deals, reduce risk, and maximize productivity. Powered by Docusign Iris, the company's agreement AI engine, the platform combines agreement intelligence with automated workflows to move business forward.

The IDC MarketScape report notes Docusign's evolution beyond e-signature into the full agreement lifecycle. According to the report, "Docusign is best known for electronic signature (esignature), but the company has spent the past several years pushing well past the signature line into the full agreement life cycle. Docusign entered the CLM market through its 2018 acquisition of SpringCM and has since replatformed that CLM onto its Intelligent Agreement Management (IAM) platform. Docusign now sells IAM as a single offering, with modules tiered to the customer's needs."

"Enterprise legal teams need AI they can trust and workflows that adapt to the complexity of their organizations," said Ryan O'Leary, Research Director, Privacy and Legal Technology at IDC. "Docusign combines AI grounded in sourced contract language with configurable workflows and extensive integrations, connecting legal's specialized tools to contracting processes across the broader enterprise."

"Legal teams are at the center of the agreements that keep business moving," said Allan Thygesen, CEO of Docusign. "Our IAM platform brings together the context within those agreements and AI-powered workflows and agents to help legal teams turn insights into action across the business. We believe this recognition validates our investment in helping legal professionals work faster, reduce risk, and focus on strategic priorities."

Among Docusign's strengths, the IDC MarketScape says:

- Agreement AI that is in production: Docusign offers its clients a slideware backed up by available functionalities. The Iris AI Assistant, ready-to-deploy agents, and Agent Studio for building custom agents are all generally available today. Every AI answer comes with citations that link to the exact language in the source agreement, which is table stakes for lawyers who need to trust the output
- Integration and platform breadth: Docusign has over 1,100 integrations, with deep, co-developed connectors for Salesforce and SAP Ariba plus native connections to Coupa, Workday, and NetSuite. Docusign has also embraced the agentic ecosystem. Its MCP server lets users search agreements, check status, and trigger workflows from AI assistants like Claude and Gemini. Docusign also has partnerships with legal AI platforms such as Harvey and Legora. Rather than forcing legal to abandon its specialized tools, Docusign aims to be the system of record that connects legal's work to the rest of the business.
- Customization and value: Docusign CLM is highly customizable. Customer feedback indicated that organizations that treat CLM as a true enterprise system, with dedicated internal IT support, are able to continuously adapt workflows as their processes change. Customers that already use Docusign for esignature cited the seamless integration as a deciding factor, and Docusign was competitive on cost.

A complimentary copy of the IDC MarketScape report excerpt is available **here**. To learn more about Docusign IAM, visit **docusign.com/intelligent-agreement-management**. Also, in September 2026, Docusign was also named a Leader in the IDC MarketScape for Worldwide Integrated Signing Workflow Software 2026. The report is available **here**.

This recognition comes alongside other recent honors including Docusign being named one of Newsweek's Most Trustworthy Software and Telecommunications companies in America for three years in a row and featured in **Fast Company's World's Most Innovative Companies** list of 2026 and **Fortune's Future 50** list of companies with the greatest long-term growth prospects.

About IDC MarketScape

IDC MarketScape vendor analysis model is designed to provide an overview of the competitive fitness of technology and service suppliers in a given market. The research methodology utilizes a rigorous scoring methodology based on both qualitative and quantitative criteria that results in a single graphical illustration of each vendor's position

within a given market. The Capabilities score measures vendor product, go-to-market and business execution in the short-term. The Strategy score measures alignment of vendor strategies with customer requirements in a 3-5-year timeframe. Vendor market share is represented by the size of the circles. Vendor year-over-year growth rate relative to the given market is indicated by a plus, neutral or minus next to the vendor name.

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. Until now, these were 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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