

# HAVE YOU DOCUSIGNED TODAY?

At Telstra we pride ourselves on delivering a brilliantly connected future – for everyone. That future has just become a whole lot brighter with the introduction of DocuSign – a leading e-Signature and transaction management solution, delighting business customers globally.

DocuSign electronic signatures contain multilayered verification and built in tamper proof security, that can be fully tracked and audited. DocuSign also easily integrates with popular cloud storage solutions such as Box to provide easy access to your documents and templates. The powerful combination of the Telstra Mobile Network and DocuSign means fewer dead spots and more reliable speeds. The Telstra Mobile Network is Australia's largest mobile network covering more than 2.3 million square kilometres - that's hundreds of thousands of more square kilometres than what other networks say they can offer. (Source: optus.com.au 21 Nov 2013)



*"You have to be digital; you're just not going to be competitive if you stay with paper."* – Steve McBride (Weever Apps)

## DocuSign in Real Estate



*"The best part of using DocuSign within the LSL Group is the speed at which internal processes have changed from having invoices authorised and taking up to a week, to being completed in under 10 minutes."* – Brian Judd (LSL Property Services)

### Real Estate Use Cases

- retail lease agreements (under 3 years)
- residential sales agency agreements terms
- commercial lease agreement (under 3 years)
- facility contracts
- tenancy agreements (under 3 years)
- repair authorities

Before using DocuSign for a particular use case, you'll need to make sure that you can do so in accordance with the Electronic Transactions Act 1999 (Cth) and any applicable State or Territory laws and regulations.

## DocuSign assisting the Professional Services Industry to digitise



### Professional Services Use Cases

- non-disclosure agreements
- statement of works (SOW)
- internal review distributions and approvals
- employment contracts
- commercial contracts and agreements
- compliance checklists
- purchase orders
- board minutes
- document retention.

### McAfee Case Study


Scan QR Code to learn how McAfee has reduced the use of paper in their business and integrated DocuSign into their core internal processes.



*"Cutting out that manual process of sending things out whether it be via FedEx or even just email, by using DocuSign, getting it to Japan, getting it to McAfee Ireland for signatures, it's been a tremendous benefit in terms of efficiencies and of course in the cost of doing business."* – Jessica Kaltenbach (McAfee)

## Retail is using DocuSign to help differentiate from competitors











Retail Use Cases	Weever Apps Case Study
<ul style="list-style-type: none"> <li>• sales order processing</li> <li>• integration into CRM systems</li> <li>• layby agreements</li> <li>• non-disclosure agreements</li> <li>• manager approvals</li> <li>• purchase orders</li> <li>• employment contracts</li> <li>• account provisioning</li> </ul>	<p>Scan QR Code to learn how Weever Apps has utilised DocuSign to differentiate and stay ahead of their competition.</p> 

*“Our business is completely digital, if you want to have a conversation with us and I send you an NDA (Non-Disclosure Agreement) it’s going to have a DocuSign signature on it.” – Steve McBride (Weever Apps)*

### Legality of eSignatures




Before using DocuSign, you’ll need to check that its suitable for your circumstances. Australia’s Electronic Transactions Act 1999 (Cth) recognises that electronic signatures can be used to form valid contracts, where those signatures reliably identify the person and that person’s intention to be bound by the contract and where electronic signatures are not excluded by state legislation.

### DocuSign Industry Use Cases

<b>Healthcare</b>  <ul style="list-style-type: none"> <li>• healthcare records</li> <li>• provider agreements</li> <li>• supplier contracts and procurement</li> <li>• clinical trials</li> </ul> <p>If you operate under the Therapeutic Goods Act 1989 (Cth) you can not use electronic signatures.</p>	<b>Construction</b>  <ul style="list-style-type: none"> <li>• purchase orders</li> <li>• master service agreements</li> <li>• customer contracts</li> <li>• supplier compliance</li> <li>• procurement applications</li> <li>• tender documents</li> <li>• subcontractor agreements</li> <li>• vendor agreements</li> </ul>	<b>Transport/Logistics</b>  <ul style="list-style-type: none"> <li>• inventory management</li> <li>• compliance audits</li> <li>• log authorities</li> <li>• expense claims</li> </ul>	<b>Finance/Insurance</b>  <ul style="list-style-type: none"> <li>• invoice processing</li> <li>• expense reporting</li> <li>• capitalisation management</li> <li>• audit sign off</li> <li>• policy management</li> <li>• asset transfer/retirement</li> <li>• loan applications (excluding mortgage documents)</li> <li>• agent/broker agreements</li> </ul>
<b>Real Estate</b>  <ul style="list-style-type: none"> <li>• rental agreements (under 3 yrs)</li> <li>• work orders</li> <li>• facility agreements</li> <li>• repair authorities</li> </ul> <p>Please check whether electronic signatures can be used for your specific real estate agreements.</p>	<b>Wholesale/Manufacturing</b>  <ul style="list-style-type: none"> <li>• inventory management</li> <li>• supplier agreements</li> <li>• customer accounts</li> <li>• sales processes</li> <li>• compliance</li> <li>• policy compliance</li> </ul>	<b>Professional Services</b>  <ul style="list-style-type: none"> <li>• many contracts and agreements</li> <li>• purchase orders</li> <li>• compliance checklists</li> <li>• master service agreements</li> <li>• board minutes</li> <li>• document retention</li> <li>• non-disclosure agreements</li> </ul>	<b>Retail</b>  <ul style="list-style-type: none"> <li>• sales order processing</li> <li>• integration into CRM systems</li> <li>• special deal terms</li> <li>• partner agreements</li> <li>• customer layby agreements</li> <li>• account provisioning</li> </ul>

### About Telstra

We provide network services and solutions to more than 200 of the world’s top 500 companies. They rely on us to do business across 240 countries and territories to enable greater productivity, efficiency and growth.

-  [contact your telstra account representative](#)
-  [call 1800 878 483](#)
-  [marketplace.telstra.com](#)

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## DocuSign data security globally recognised

DocuSign has made privacy and security a top priority when it comes to customer information, documents and data.

- 256 Bit data encryption
- Digital audit trail so that the lifecycle of a document can be fully traced from initiation to completion
- ISO27001 International Certification for Information security management systems.
- SSAE16 An Internationally recognised third party audit assurance certification.
- Multi-layered verification of all signers



## box DocuSign integrates with our Box cloud storage solution

Box is an online sharing and cloud content management service, allowing you to store all your content in one place within the cloud, so you can access (online or offline), manage and share on the go on compatible devices. Box gives you the ability to create group work spaces to help create a collaborative environment and enables you to share links to send large files and replace email attachments.

**DocuSign**

IT'S HOW  
WE CONNECT

