DocuSign®

Accelerate Time to Revenue with Smarter Contract Management

Financial services institutions (FSIs) operate in an increasingly challenging environment with mounting competitive pressures and regulatory risks. Increased market volatility, geopolitical tensions and recessionary fears are making it more complicated—and more critical—to close deals quickly and efficiently.

The transition from LIBOR has further exposed inadequacies in how FSIs manage documents and identify key clauses and terms. And they're likely to face more regulatory pressure in areas like ESG commitments, privacy protection, digital asset usage and cyber resilience.

To effectively navigate today's complex environment and minimize risk, FSIs need to gain efficiency in operations, visibility into their contract lifecycle and standardization in their processes.

A broken process

Contracts drive significant transactions and activities for FSIs—from closing loans and establishing new policies to onboarding institutional clients and participating in the OTC derivatives market. But today's outdated contracting processes slow down business and create unnecessary risk.

Challenges with current processes include inconsistency and limited visibility into contract handoffs, approvals, terms and data—often resulting in higher error rates, protracted contract negotiations and difficulty storing and retrieving agreements.

In addition, manual processes for generating, negotiating, reviewing and redlining contracts cause extended negotiating periods that result in slower speed to market, errors and rework. For example, it can take a long time to negotiate, finalize and sign ISDA Master Swap Agreements—a painful process that wastes valuable staff time and resources that can be redeployed to higher-value tasks.

For high-volume applications—such as adding and removing funds for agreements like IMAs—the lack of a data-driven approach to understanding contract risk and prioritizing contract queues among busy teams results in bottlenecks, errors and poor customer service.

Furthermore, manually transferring sensitive financial data and legal information between and among various internal systems often results in errors and heightened security risks. Many disputes can result from poor data representation across multiple systems and contracts. Locating, identifying and extracting terms across documents for compliance purposes—like in QFC recordkeeping or monitoring credit obligations—is challenging and creates opportunities for information discrepancies across systems, poor data integrity and legal disputes among counterparties.

Results

DocuSign CLM has been named a leader in the Gartner Magic Quadrant for Contract Lifecycle Management for three straight years.

$40*
reduced cost of risk exposure

83%*
acceleration in contract cycle times

13%*
reduced reliance on outside counsel

"We've reviewed millions of agreements and extracted 30-40 million data points and terms out those agreements—and we're barely touching the tip of the iceberg. We see significant benefits up and down the value chain from providing our risk and control teams with a better understanding of what we've committed to and automating workflows for our back-office and middle-office teams."

SVP of Enterprise Operations
Financial services firm

*Forrester interviewed decision-makers from five DocuSign CLM customers and combined their results into a three-year composite Total Economic Impact™ financial analysis.

DocuSign CLM+ combines efficient agreement workflows with intelligent insights

DocuSign offers premium contract lifecycle management (CLM) software that empowers organizations to operationalize contracts at scale—accelerating time to revenue by doing business faster, more transparently, with less risk and fewer errors.

DocuSign CLM+ provides FSIs with several critical contract management solutions, including:

– Seamless automation of document generation, collaboration and negotiation

– Complex workflow orchestration, connecting and tracking business processes across contributors, reviewers and approvers

– Advanced AI technology and best-in-class analytics to help support regulatory compliance, review obligations and identify non-standard language

– Enhanced access to information—by identifying and extracting pertinent contract language and data points— that helps answer critical business questions

– Automatic routing of contracts to the right reviewer based on various contract attributes and risk factors

– DocuSign eSignature integration and authentication for effective execution of contracts

– Deep analysis and reporting on portfolio-level risk that enables accurate measurement of business impact and quick corrective action

– Robust, secure audit trails for the entire contract process

Groups benefiting from CLM+

Wealth management	Capital markets
Asset management	Commercial lending
Treasury services	

Use case examples

Streamlined sales and onboarding

– HNWI client onboarding

– IMAs and side letters

– Treasury services

– Corporate cards

Simplified negotiation

– ISDA master agreements and credit support annexes

– Fee agreements

– Bilateral or syndicated credit agreements

– Treasury services

Regulatory compliance and remediation

– QFCs

– Data Privacy

Agile response to new events

– M&A divestitures

– Data breaches

Get started with DocuSign

To learn more about implementing smarter contract management with DocuSign, contact us or reach out to your sales representative.

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