Secure eSignature for the Kingdom of Saudi Arabia

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Speakers

- Jean-Franco Pezzia
  - **DocuSign**
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- Brian LaPointe
  - **Fastman**
  - VP Digital Signature Solutions
  - Worldwide
  - LinkedIn

About Fastman

- Established 2006

  - **DocuSign** | Silver Partner
  - OpenText Silver Partner
  - SAP PartnerEdge Build Silver Partner

- Developer of **Permissions Manager** and **Bulk Data Manager** widely used by Public Sector, FinServ, Energy, and Utility organizations world-wide

- Offices in North America, Australia, and Singapore, many customer engagements in Middle East, Europe and Asia

- Specialize in Solutions for the **DocuSign Signature Appliance**, SAP Extended ECM and OpenText Content Suite

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The Problem

Purchase Orders

Sales Agreements

Budget Approvals

Contracts

Supplier agreements
RFPs

Regulatory Filings

Offer Letters

Account Openings

Comp plans

Non Disclosure Agreements

Use Cases

Sales
– Sales Order Processing
– Customer Account
– Provisioning
– Special Deal Terms
– Referral Agreements
– Reseller Agreements
– Partner Agreements
– Sales Support
– Loan Documents
– Support Agreements and Renewals

Marketing
– Event Registration
– Customer Communication Approvals
– Mass Mailing/Email Approval
– Event Vendor Agreements
– Rebate Agreements
– Sponsorship Agreements
– Promotion Agreements
– Advertising Contracts
– Press Release Approvals
– Brand Licensing Agreements
– Media Plan Sign-offs

Services
– Account Change
– Service/Work Orders
– Terms Change
– Self-Service Requests
– Compliance
– Field Service
– New Policy Applications
– Policy Cancellations / Suspensions
– Independent Agency Licensing
– EFT Authorization

Human Resources
– Offer Letters
– New Hire Paperwork
– Candidate NDA
– On/Off-boarding Checklist
– Employee Policy Distribution and Signature
– Contractor Agreements
– Non-disclosure
– PTO Management
– Performance Appraisal
– Background Checks

Finance
– Invoice Processing
– Expense Processing
– Capitalization Management
– Audit Sign-off
– Policy Management
– Inventory Sign-off
– Asset Transfer/Retirement
– Grant Applications
– Sales and Use Tax Return
– Consumer Account Opening
– Deposit Products

IT/Operations
– Asset Tracking
– Change Requests
– Requirements Sign-off
– Access Management
– Incident Reporting
– Production Change Authorization
– Maintenance Authorization
– Authorization
– Real Estate Approval
– Project Budget Approvals

Legal
– NDAs
– Contract Management
– Internal Compliance
– IP Licensing
– Patent Applications
– Board Minutes
– Affidavits
– Summons
– Engagement Letters
– Memoranda of Understanding

Facilities
– Front Desk Sign-in
– Work Orders
– Lease Agreements
– Move In/Out Requests
– Parking Permits
– Building Maintenance
– Construction CAD Drawings
– Equipment Loan Agreements
– Change Justification Forms
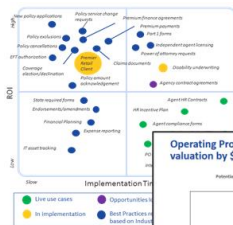– Building Permits
– Change Orders

Product Management
– Change Management
– Release Management
– Code Review Reporting
– Requirements Acceptance
– Release Scope Commitment
– Policy Approval
– Beta/SDK Agreements
– Developer Program Enrollment
– Product Development Methods
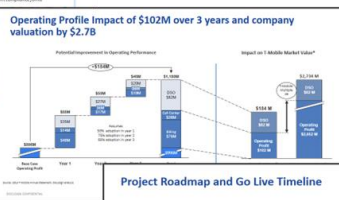– New Product Evaluation
– New Offering Announcement

Procurement
– Purchase Order
– Statement of Work
– Master Services Agreement
– RFP Sign-off
– Supplier Compliance
– Service Level Agreements
– Termination Letters
– Software License Agreements
– Rate Cards
– Invoice Processing
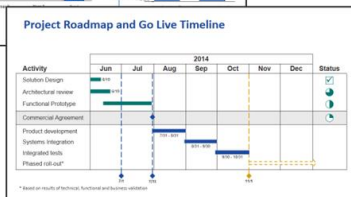– Subcontractor Agreements
– Vendor Contracts

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Creating a Demand Plan

Demand Plan

Demand Plan for _____ Users

Adoption: 20% 50% 100%

Status	Department	Use Case	Owner	License type	Prob.	Current run rate	Total Potential	Year 1	Year 2	Year 3	3 Year Total	Related Corporate Initiative or Requirement
Identified Use Cases	Procurement	Purchase Orders	Alister Grigg	DSA Signatures	100%	1,000	3,000	1,000	2,000	3,000	**6,000**	**PKI digital signature**
	Human Resources	Onboarding	Brian LaPointe	Envelopes	75%	500	1,000	375	469	750	**1,594**	**External CBSA signing**
				DSA Signatures	75%	-	-	0	0	0	**0**	
				Envelopes	75%	-	-	0	0	0	**0**	
				Envelopes	75%	-	-	0	0	0	**0**	
				Envelopes	75%	-	-	0	0	0	**0**	
				Envelopes	75%	-	-	0	0	0	**0**	

Prioritization Matrix

Operating Profile Impact of $102M over 3 years and company valuation by $2.7B

Business Case

Project Roadmap and Go Live Timeline

Digital Roadmap

This approach is the starting place for identifying your signature consumption requirements and taking the "guess work" out of your projections.

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Electronic vs Digital Signature Choices

DocuSign Agreement Cloud
The world's #1 way to sign electronically
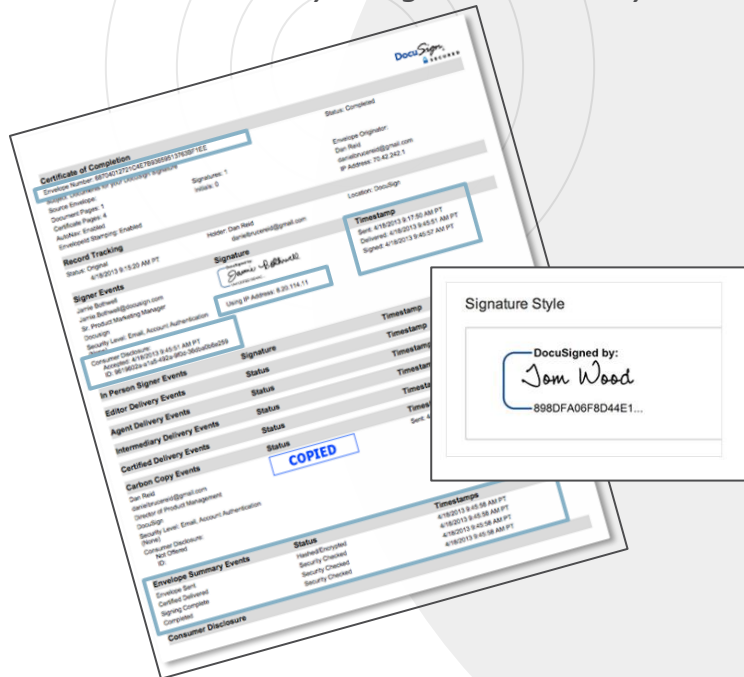
DocuSign Signature Appliance
On-premise / Secure Document Signing and High-Assurance Digital Certificates

Clearly identifies the signer

Clearly identifies certificate-issuing authority; and confirms signer has not self-issue their own digital ID certificate.

DocuSign Signature Appliance (DSA)

Secure Document Signing and High-Assurance Digital Certificates.

- **#1 rated on-premises digital signing solution for compliance-centric use cases.**

- **Directly integrates with Active Directory for digital certificate and signer management CONTROL**
- Pre-Built connectors for the leading Document and Workflow Management Systems
- Certifications:
    - ✓ FIPS 140-2 Level 3
    - ✓ Common Criteria EAL4+
    - ✓ CEN TS 419241 Level 2

FIPS/CC Models

Enterprise Model

Certifications

Pre-Built Connectors

SAP Extended ECM by OpenText

Pictured: 3U and 1U Signature Appliances; Select Application Connectors; Industry/Government Certifications

DSA's Unique Value – 4 Key Features

Secure, Trusted Signatures

Authenticated using your ID system with standard digital signatures

Native file format preservation

integration with Document Authoring Applications–complex PDF

Seal and Signature Image Support

Digital Sig, and Support for multiple PE Seals per user

Key and Certificate Management included; plus Security Certifications

Required for many regulated Environments
- FIPS 140-2 level 3
- Common Criteria EAL4+
- CEN TS 419241 Level 2

Key Benefits of signing from within your information management system

Signatures and approvals deliver a high value to your business users and <u>encourage adoption!</u>

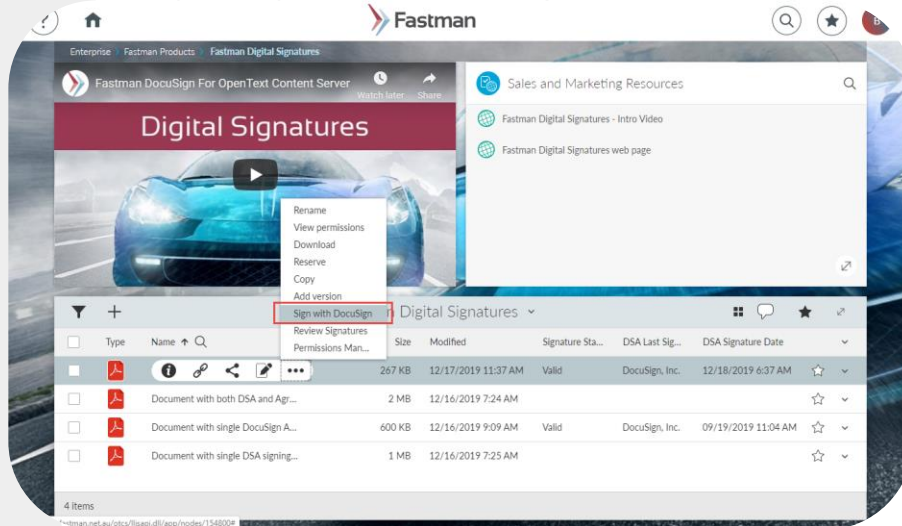Completed documents are automatically returned and stored in the information Management system

Trusted user interface to initiate the signing process

Simplifies integration with your lead applications, such as, SAP S/4Hana, SuccessFactors, SFDC, M365, etc.
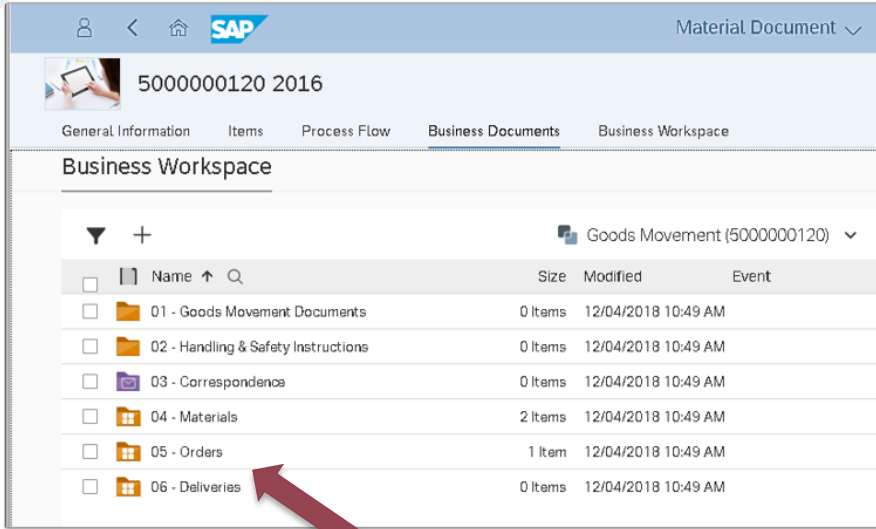
Very complimentary to a business workspace design
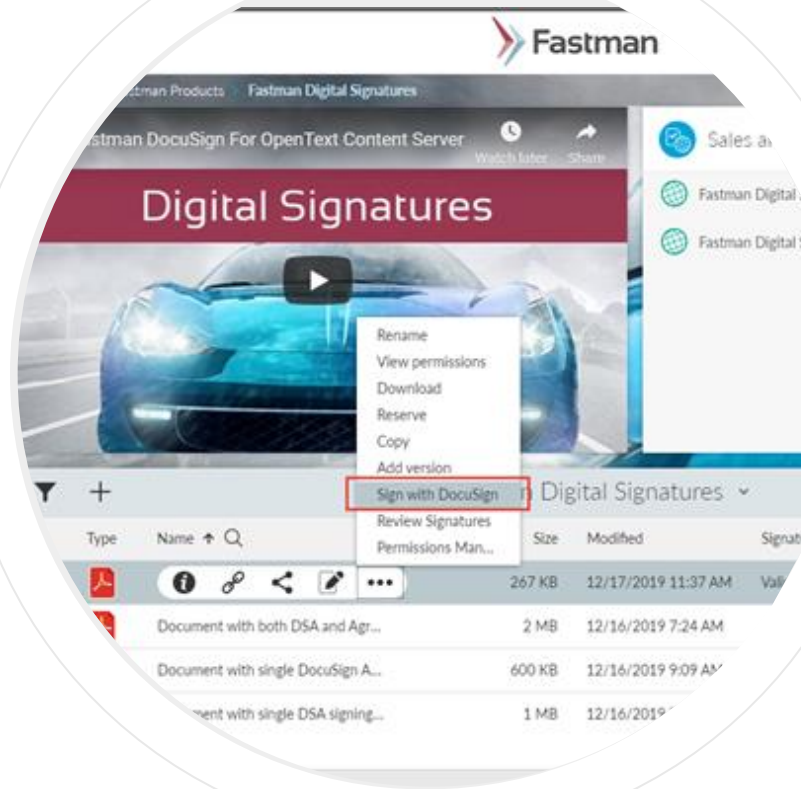
Sign from OpenText and SharePoint
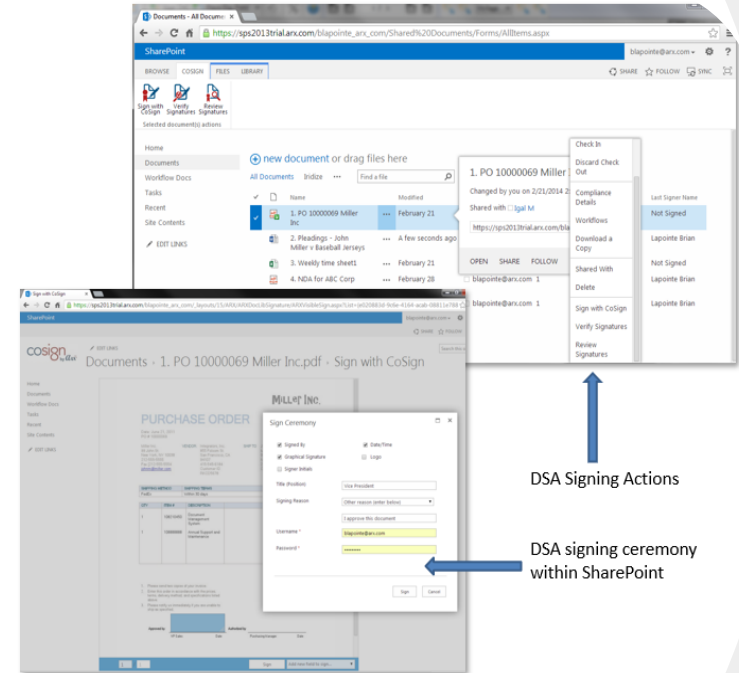
DSA Signing Actions

DSA signing ceremony within SharePoint

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Sign from SAP Extended ECM
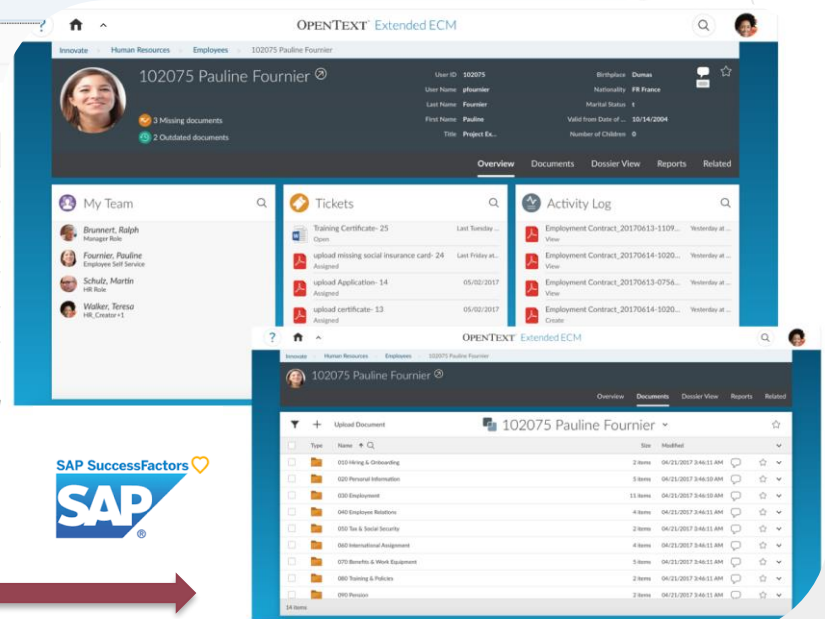
Embedded Smart UI Widget

Signing from Desktop and Mobile Apps

Sign PDF with ""Prepare and Sign"

Sign MS Word and Excel

Visible signature block
with name, title,
reason code, and
date/time.
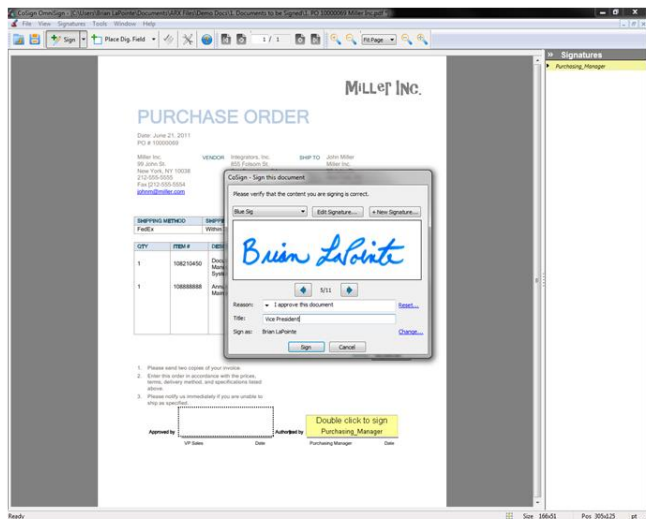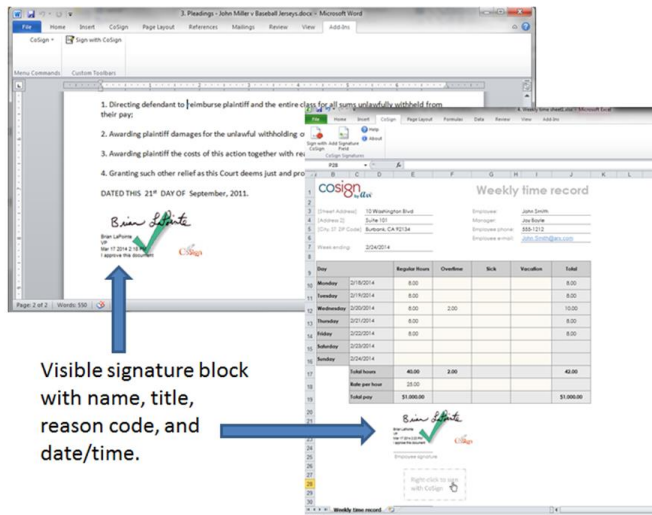
Sign with iOS and
Android Mobile Apps
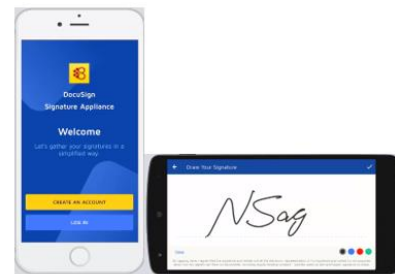
Ways of Signing with the DSA

Client or App Add-ins

Web App

Mobile App

Connectors:
SharePoint
OpenText, & SAP
Extended ECM

REST

SOAP

DSA APIs

Hybrid Cloud Connector
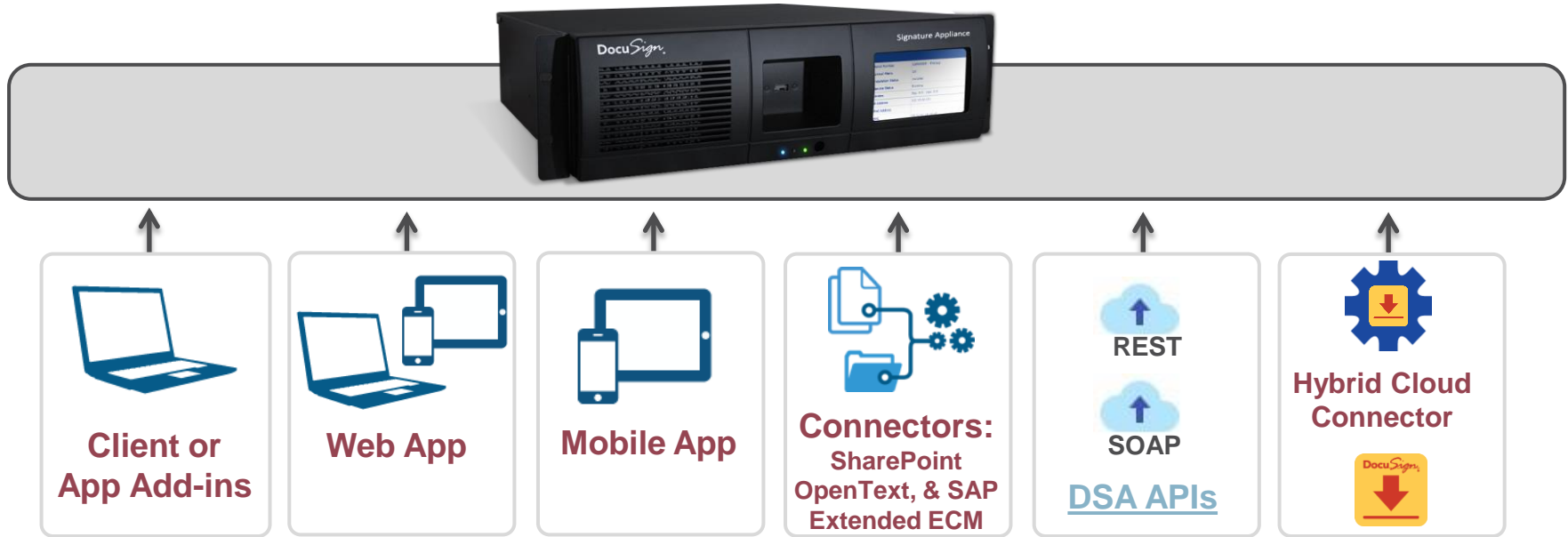
Signing Demonstrations

DSA Desktop Signing: Signing a PDF - **Financial Document** using the Prepare & Sign client

DSA Web App Signing: Approving a **Work Order** for payment

Information Management System: Signing an **engineering drawing** in OpenText Content Suite with the DocuSign Signature Appliance. **On-premise signing** where the document never leaves the control of Company.

Information Management System Collecting signature from **external company** on a Work Order using DocuSign Agreement Cloud.

Send using a predefined **DocuSign Template** from within Content Suite and xECM

DocuSign Complies with Saudi Arabia eSignature Standards

- Under Saudi law, a written signature is not required for a valid contract – contracts are generally valid if legally competent parties reach an agreement.

- Article 5 of the **Electronic Transactions Law** specifically confirms that contracts cannot be denied enforceability merely because they are concluded electronically.

- **Data residency**: Using the DocuSign Signature Appliance solution, deployment is on-premise and under your control.

- **Appropriate Use cases:** Parties can use DocuSign to create valid contracts and documents of any kind provided they are not subject to a specific statutory form requirement. **(i.e. non notarization).**

- **Not appropriate:** documents with **formal notarization** including real property title deed transfer, granting power of attorney, signing Article of Association of a company with limited liability.

    https://www.docusign.com/how-it-works/legality/global/saudi-arabia

Fastman Solution and Service Offerings

Fastman develops, supports, and directly sells the Connector for DocuSign / Content Suite

Fastman provides expert signature automation and workflow configuration services for Content Suite and Extended ECM

Fastman is an authorized DocuSign reseller. We can quote, sell, and deliver all required components.

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👍 # Thanks!

Any questions?

You can find me at

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