

## Intesa (IBM Group) and DocuSign join forces to Accelerate Digital Transformation of Organizations

A strategic partnership aimed at helping companies to evolve the way they prepare, sign, act on and manage agreements

**Turin - October 01, 2019** – Intesa, an IBM Company that since 1987 support companies in digitalization of business processes, and DocuSign, the company behind DocuSign Agreement Cloud that offers the worldwide leading electronic signature solution, announce a strategic partnership to offer organizations the tools and skills to move to secure digital management of agreements, documents and business processes.

The partnership combines the strengths of both companies, offering enterprises smart and safe solutions to improve the way agreements and documents are prepared, signed, acted on, managed and the business processes to them related automated.

Digital transformation has changed the way we do business and companies today face significant challenges: the disconnected and non-flexible systems, the duplication of functions and the growth of data increase the costs of business operations. A global information management strategy is now essential for an agile business growth.

Intesa and DocuSign will assist organizations with a complete package of digital technology and professional services to redesign and handle their agreement Lifecycle, while ensuring local and international compliance. Key elements include Contract Lifecycle Management (CLM), eSignature, Signer Identification to comply with KYC (Know Your Customers) obligations and Document Legal Archiving.

All of these services can be integrated with enterprises' legacy systems and third party components, thus providing a unique technology platform designed to advance digital trust across organizations of every size and industry. A personalized approach significantly improves the customer experience of users, while maintaining high levels of security and compliance with regulations, guaranteed by the Certification Authority Intesa.

“The collaboration with DocuSign will allow us to offer more innovative and complete document management and business process solutions, driven by transparency and ease of use, and enforced with fast growing technologies such as Cloud, Artificial Intelligence, Blockchain and IoT” commented Pietro Lanza, General Manager of Intesa and Blockchain Director of IBM Italia. “We’re pleased to assist companies accelerate their digital transformation journey with innovative project management frameworks leveraging Design Thinking, Fast Prototyping and Service Design.”

“For those companies looking to modernize their systems of agreement, it’s important to work with partners that have a deep understanding of the local trust, legal and business process landscape - and Intesa IBM is one of the best,” said Mark Register, SVP business development and channels at DocuSign. “We’re excited to partner with them to serve the needs of our customers and prospects in Italy more effectively, and to help simplify and accelerate the way business is done.”

### Media

Simonetta De Santis

Mobile: +39 335-7613055

E-mail: [simonetta.de.santis@intesa.it](mailto:simonetta.de.santis@intesa.it)

Sito web: [www.intesa.it](http://www.intesa.it)



**IN.TE.S.A. S.p.A. (Gruppo IBM)**

Iniziative Telematiche per Servizi Applicativi

[www.intesa.it](http://www.intesa.it) | [marketing@intesa.it](mailto:marketing@intesa.it)

Intesa (IBM Group) has been accompanying customers for 30 years in the digital transformation of business processes, helping them to communicate securely on the network and integrating their processes with global trading partners.

---

SaaS services and solutions are provided from an end-to-end perspective: from data exchange and collaboration portals to document management, from electronic signature to goods traceability and certification of deliveries, from electronic invoicing to standard storage, Intesa stands as single point of contact throughout the supply chain.

- Certification Authority da AgID
- Conservatore Accreditato
- Trust Service Provider (eIDAS)
- Certified PEPPOL Access Point (AP)
- Gestore Posta Elettronica Certificata
- Servizi Fiduciari di Identificazione Digitale SPID
- Competenze normative digitali
- Data Center IBM certificati
- Cloud computing