

The award-winning, easy-to-use eSignature solution

Here's why companies are switching from other eSignature providers to Dropbox Sign.

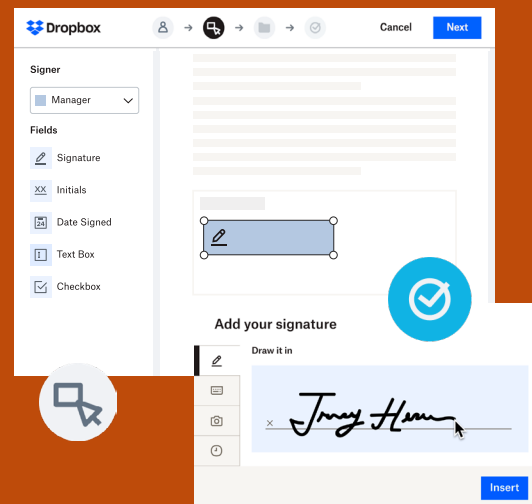
Ease of use

Dropbox Sign is dedicated to creating the most intuitive, easy-to-use eSignature solution without compromising functionality.

- Easy to adopt, use, train, administer, maintain, and configure
- Intuitive user experience helps with speed and ease of implementation
- Dropbox Sign outranked all legacy eSignature players in both “ease of use” and “ease of administration” categories—G2*
- A responsive design makes it easy for signers regardless of device type
- Customers ranked Dropbox Sign the fastest and easiest to implement—G2*

Other eSignature providers

- Have hundreds of bells and whistles that create more confusion than value (what we refer to as “feature bloat”)
- Have unnecessary clutter that can confuse signers
- Have a bulky and non-intuitive interface, like most old technology companies



“We chose Dropbox Sign because our customers rely on a trusted authority to provide top of the market information security and visibility into the eSignature process.”

Rebecca Kacaba
CEO and Co-founder, Dealmaker

Leadership

Dropbox Sign is trusted by millions of users around the world and recognized as an eSignature leader.

- Recognized leader: Dropbox Sign named a “Leader” in The Aragon Research Globe™ for Digital Transaction Management 2022
- Dropbox Sign was ranked highest by G2* for both “Enterprise Scalability” and “API Ease-of-Use”
- Dropbox Sign is compliant and secure in the areas that matter most: ISO 27001, SOC 2 Type II, HIPAA, GDPR, eIDAS, and more

Other eSignature providers

Independent users of G2*, the world’s leading business software review platform, reviewed Dropbox Sign alongside DocuSign and Adobe Sign. Dropbox Sign has ranked ahead of both in the categories that matter most:

“We were manually using DocuSign for eSignatures, but template creation takes you out of Salesforce to docusign.com. Dropbox Sign integrated easier into our technology stack. It’s ‘mobile-first,’ enabling our property managers and service providers to sign contracts and addendums on their phones 24x7. We found it to be a better fit.”

Everett Lynn
CEO, Amenify

	Dropbox Sign	Adobe Acrobat Sign	DocuSign
Ease of use	9.3	8.6	9.0
Ease of admin	9.4	8.2	8.4
Ease of setup	9.3	8.1	8.3
Quality of support	8.9	7.9	8.5
Meets requirements	9.3	8.8	9.1
Ease of doing business with	9.4	8.0	8.5
Product direction (% positive)	8.3	8.3	8.6

“With Dropbox Sign, I immediately felt there was an understanding of what our goals were. When we engaged Dropbox Sign Support with questions, we got feedback within an hour, and it was always aligned with what we were trying to do.”

Joe Timmer

Lead Developer, AdvicePay

Support

Dropbox Sign customers get support from real live humans—not bots—at no additional cost. We take support seriously because we understand that eSignature powers a crucial part of your business. Dropbox Sign has an in-house support team that quickly and accurately responds to any questions you may have.

- Award-winning technical and customer support included at no cost
- Regular updates on best practices, performance tuning, and product release articles
- Superior and dedicated support from humans, not bots

Value

Our pricing is transparent, honest, and favorable compared to legacy eSignature vendors.

- We are transparent with our customers
- We have competitive pricing with no price hikes at renewal, no hidden overages, and no additional fees
- Web app customers on per user plans get UNLIMITED signature requests!
- Fastest time to value: Get to ROI 2x faster than most legacy competitors—G2*

Other eSignature providers

- Push customers to sign multi-year contracts
- Charge over \$7.80 per send for each signature request (AKA cost per envelope)
- Surprise their customers with substantial price increases in years two and three—what they call “right-sizing”
- Will hold your signed documents hostage, making it hard to leave them for a better eSignature solution

“When our eSignature provider hiked their rates more than 400%, we switched to Dropbox Sign in days. My biggest liking about Dropbox Sign was just the ease. We used some of their advanced functionality right off the bat, and it was really quick to implement—and that was really nice.”

Jeff Davis,
CTO, Trxade

Integrations

eSignatures should seamlessly integrate with existing technology. Dropbox Sign integrations are entirely embedded in the tools you use, so you never have to leave them.

Dropbox Sign connects with the services you already use to power your business. Deep integrations with Dropbox, Salesforce, Google, and Microsoft make using Dropbox Sign easier than other providers.

- Easily pull files from your cloud storage account into Dropbox Sign, or send a signature request directly from Dropbox, OneDrive, Google, Salesforce, and more
- Sign a document right from Gmail with one click
- Dropbox Sign also works seamlessly with Google apps
- Keep up-to-date with actionable eSignature updates in Slack, HubSpot, and more

Other eSignature providers

- Cause customers to leave the application to prepare documents for signature and then send
- Require customers to go back and forth between multiple apps
- Do not offer completely embedded solutions in Dropbox or Salesforce