DOCU meeting notes

Op lev: more upside than expecting

Durability of the biz model. Mainly driven by the top line

Want to invest heavily in growth. Against customer and gtm

CLM: competitive environment

Platform, multi product, strong roi, scalability and security

AI long term differentiator

GT market: IT centric sales motion for e-signature, depend on different use case (CIO, CFO), land and expand

Agreement cloud: sales motion and contracting

$5B rev goal: will hit within 5y

OPM hit 20% (lower end of the target), but will re-invest back

3 positive / negative

Was on the board (audit chair) for a few year.

No real surprise

Stock comp:

Large enterprise: land and expand

Can carry across departments: fina, insu, government (different compliance regulatory requirements) to delive scalability and security

Availability of service 5/9, up time

Vision: AI prepare the agreement.

Agreement pain points: review mass document, T & C.

Preparing, sign, and analytics (replace thounsands of paralegal, it is the vision)

Data depository

Sub based, based on consumption

Tend on sold on usage. Similar pricing

E-notary: similar, but at a premium.