DocuSign Alternatives for Businesses

Idea In Short

Choose an electronic signature platform by its pricing at your expected document volume, not by brand recognition. Compare annual envelope allowances, user limits and the cost of adding users before you sign. Confirm that the platform's security controls and compliance coverage match your industry, such as Health Insurance Portability and Accountability Act [HIPAA] support for healthcare or electronic identification, authentication and trust services [eIDAS] for European operations. Then test the signing experience with the employees, customers and partners who will use it. SignNow is one option to include in that comparison, with a business plan listed at $8 per user per month billed annually. Verify plan terms and compliance claims in writing before switching, and involve the staff who prepare documents every week.

Electronic signatures have changed how businesses prepare, approve and manage important documents. From employment agreements to healthcare forms and financial contracts, organizations increasingly rely on digital processes to reduce paperwork and speed up decisions. However, choosing the right platform requires more than finding a way to collect signatures. Businesses comparing best DocuSign alternatives should also consider pricing, document limits, security, regulatory compliance and how easily a solution fits into everyday operations. The right platform can make routine administrative work more manageable while giving employees and customers a smoother signing experience.

Why are businesses exploring alternatives to DocuSign?

DocuSign is a recognized name in electronic signatures, but its pricing structure and document allowances may not suit every organization. DocuSign's published terms for its eSignature Standard and Business Pro annual plans include an envelope allowance of up to 100 envelopes per user per year.1 Companies that regularly process agreements need to understand how subscription costs change as their document volume increases.

For example, a growing recruitment agency might handle employment contracts, confidentiality agreements and policy acknowledgements every week. A property management company may need signatures from landlords, tenants and service providers. When document activity increases, limitations on annual envelopes can become an important consideration.

Businesses should therefore evaluate platforms according to their actual signing requirements rather than choosing one based entirely on brand recognition. Important factors include predictable costs, user allowances, security controls, audit records and compliance requirements.

What should you look for in an eSignature platform?

Selecting an electronic signature solution involves assessing how it will support different departments and business processes. Three questions cover most of the ground: what the platform costs at the volume you expect, how it protects the documents it handles and how easily people can use it. Each question matches a section below and gives a team a separate criterion to score. A platform can pass one test and fail another, so scoring them separately keeps a strong feature from hiding a weak one. Teams that write the criteria down before watching a vendor demonstration compare options more consistently.

Pricing and document allowances

Businesses should evaluate subscription pricing alongside the number of users and documents they expect to process. Some platforms introduce additional costs or restrictions as usage grows. Organizations should examine annual envelope allowances, user limits and the price of expanding their subscription. A simple way to test a quote is to multiply the expected monthly document count by twelve and compare the result with each plan's annual allowance. Repeat the exercise at a higher volume to see where the plan limits begin to bite.

Security and compliance

Electronic documents frequently contain confidential business information, personal details or financial records. Encryption, authentication, audit trails and regulatory compliance should therefore be central to the selection process. Each control protects a different point in a document's life. Encryption protects the file in transit and in storage, authentication

confirms who is signing and audit trails record what happened afterward. Compliance coverage then decides whether the platform can be used for regulated documents at all.

Ease of use

A signing platform should be understandable for employees, customers and external partners. Complicated signing procedures can create unnecessary delays, particularly when several people need to complete the same agreement. External signers often have no training and no account, so the first screen they see has to explain itself. Ask a few people outside your team to sign a test document and note where they hesitate. Those hesitation points show where signers will stall in daily use.

SignNow as an alternative for digital document workflows

SignNow is one option for organizations looking for an electronic signature platform with a focus on document management and business processes. Its reported customer base includes 28 million users and 352 Fortune 500 companies. Clients include Apple, Walmart, FedEx, Tesla and Xerox.

One important consideration is its pricing structure. The business plan starts at $8 per user per month when billed annually. Paid plans include unlimited users and have no envelope cap, which can make budgeting easier for organizations that regularly process large numbers of documents. This pricing model is particularly relevant to businesses comparing signing platforms based on long-term usage rather than their initial subscription costs.

How different industries can benefit from electronic signatures

The value of an eSignature platform depends heavily on the documents an organization handles and the people involved in approving them. The sections below cover real estate and property management, healthcare, finance and accounting, legal departments, and human resources. Each group handles a different mix of signers, documents and regulators. Those differences change which platform features matter most. Mobile signing may matter most to a property manager, while audit trails may decide the choice for a legal team.

Real estate and property management

Real estate professionals regularly coordinate agreements involving buyers, sellers, landlords, tenants and property agents. Traditional paperwork can create unnecessary delays when participants are located in different cities. Electronic signatures provide a practical way to manage agreements digitally. In the United States, the Electronic Signatures in Global and National Commerce Act [ESIGN] facilitates the use of electronic records and signatures in interstate and foreign commerce.2 For example, a property manager can organize a rental agreement for a tenant who cannot visit the office in person. The digital process reduces dependence on printing, scanning and physically exchanging paperwork.

Healthcare organizations

Healthcare providers handle documents containing sensitive personal information. Patient consent forms, administrative agreements and other records require careful handling. A healthcare organization evaluating an electronic signature platform should examine whether its compliance requirements are supported. SignNow lists Health Insurance Portability and Accountability Act [HIPAA] compliance, with a Business Associate Agreement [BAA] required. The Department of Health and Human Services publishes sample business associate agreement provisions to help covered entities and business associates meet the contract requirements.3 SignNow's other listed standards and regulations include System and Organization Controls [SOC] 2 Type II and the General Data Protection Regulation [GDPR]. These considerations make compliance verification an important part of the purchasing process.

Finance and accounting

Financial organizations process agreements, authorizations and internal approvals that require accurate documentation. Delays can affect customer onboarding and routine administrative activities. A digital signing process can help employees coordinate document completion without relying on repeated physical exchanges. However, businesses should always check that their selected platform meets the specific regulatory requirements applicable to their operations. A short review of the vendor's compliance documentation with the compliance team before purchase avoids rework later.

Legal departments

Law firms and corporate legal teams manage contracts, confidentiality agreements, client authorizations and other formal documents. Maintaining a reliable record of document

activity is particularly important in these environments. Audit trails help provide visibility into document-related activities. Two-factor authentication [2FA] can also contribute to stronger account security when handling sensitive agreements. A timestamped record of who opened and signed each document gives legal teams something to point to if a signature is later questioned.

Human resources and employee onboarding

Human resources [HR] departments often collect multiple documents from new employees, including employment agreements, internal policies and acknowledgement forms. An electronic signing process can make onboarding more organized, particularly when employees work remotely. HR professionals can reduce the administrative effort associated with printing, distributing, collecting and storing paper documents. A remote hire can return signed agreements the day they are issued, without waiting for physical mail. Completed documents stored digitally are also easier to find when a manager or auditor asks for them.

Understanding SignNow's security and compliance standards

Security should never be treated as an optional feature when choosing an electronic document platform. Businesses need confidence that documents remain protected during transmission and storage. SignNow lists Transport Layer Security [TLS] 1.2 and 1.3 encryption for data in transit and 256-bit Advanced Encryption Standard [AES] encryption for stored information. The National Institute of Standards and Technology [NIST] specifies AES with cryptographic keys of 128, 192 and 256 bits, so a 256-bit key is the longest of the three.4 SignNow also includes audit trails and 2FA.

Its stated compliance coverage includes:

- ESIGN and Uniform Electronic Transactions Act [UETA]
- HIPAA (BAA required)
- SOC 2 Type II
- GDPR and California Consumer Privacy Act [CCPA]
- 21 Code of Federal Regulations [CFR] Part 11
- Payment Card Industry Data Security Standard [PCI DSS]
- International Organization for Standardization [ISO] 27001

- eIDAS

These standards and regulations address different legal, privacy, security and industry requirements. Their relevance depends on the organization's location, industry and document type. For example, a healthcare provider should pay particular attention to HIPAA requirements, while a business operating across European markets may need to evaluate eIDAS and GDPR considerations. The European Commission describes eIDAS as a framework for electronic identification and trust services, including electronic signatures.5

The financial benefits of choosing the right platform

The subscription price is only one part of the financial calculation. Businesses should also consider the time employees spend preparing documents, following up on signatures and organizing completed agreements. According to SignNow's reported outcomes, customers achieve an average 700% return on investment [ROI] during the first year. The company also reports savings of up to six hours per week per employee and an 80% document completion rate. These figures offer useful points of reference, although individual results will depend on document volume, existing processes and implementation. Because the figures come from the vendor, a short pilot with your own documents is the fairer test.

Consider a recruitment department that regularly prepares employment agreements. If employees spend considerable time coordinating paperwork, introducing a more organized digital signing process could free up time for candidate communication and other responsibilities. Similarly, an accounting team handling recurring client authorizations may benefit from reducing manual document exchanges.

How to evaluate an eSignature platform before switching

Moving from one signing platform to another requires some preparation. Businesses should first identify the processes that currently create the most administrative work. Start by reviewing document volume, the number of employees who need access and the types of agreements processed each month. Next, compare subscription costs and determine whether annual document restrictions could affect future operations. Review security requirements separately. Organizations handling healthcare, financial or legally sensitive information may have additional obligations that influence their choice. It is also useful to involve employees who regularly prepare and approve documents. Their feedback can

reveal practical problems that may not appear during a product demonstration.

- 1Docusign plans and pricing
- 2Electronic Signatures in Global and National Commerce Act: the consumer consent provision in Section 101(c)(1)(C)(ii)
- 3Sample business associate agreement provisions
- 4Advanced Encryption Standard (AES)
- 5Questions and answers on trust services under eIDAS

Summary

Choosing an electronic signature platform is a business decision that affects productivity, document security and administrative costs. While DocuSign remains a familiar option, organizations should compare alternatives according to their actual requirements. SignNow offers a pricing structure starting at $8 per user per month on its annually billed business plan, unlimited users on paid plans and no envelope cap. Its stated security standards, compliance coverage and reported business outcomes also provide useful criteria for evaluation. Rather than focusing exclusively on subscription prices, businesses should consider document volume, regulatory obligations, employee requirements and long-term scalability. A platform that supports these priorities can help create more organized digital workflows.