

How will eSignatures help my business?

Businesses across all industries have realized that the traditional, manual business process of getting a contract signed can cost millions of dollars annually in lost revenue, as it is expensive, inefficient, does not scale, and lengthens revenue cycles. e-Signatures represent an inexpensive and automated way to finalize contracts – companies can now expediently close business deals, as customers can sign on the “virtual dotted line” in the blink of an eye. eSignatures deliver a proven ROI of a 200-400% decrease in sales cycles allowing businesses to sell smarter, sell more and sell faster. Review the questions below to see how esignatures can benefit your business:

- How will you benefit from getting your contracts signed faster? Faster time to cash? Faster time to quota?
- How does a delay in getting signatures affect your revenue processes?
- How much is your current signature process costing your business?
- How many contracts does each sales rep send out each month? Can you easily track all your contracts out for signature?
- Who needs visibility into contract signing status?
- What is your internal authorization process? How many signatures do you require? Is the delay to get multiple signatures resulting in delayed revenue?
- How much time do your sales reps spend on post sales paperwork? How much additional productivity and revenue might you gain from eliminating post sales paperwork?

Key evaluation criteria

Organizations evaluating the use of e-signatures should review how easy the application is to use for both internal users and customers, how easily the application fits into existing business processes, and how quickly the application delivers value. Additional key evaluation criteria include:

- User adoption -- how easy is it to use? What kind of training is required?
- Business processes – how closely does it follow my existing processes? Is there any disruption to my existing processes and operations? What kind of reporting and analysis is available?
- ROI – does the pricing model work for my organization? What kind of return on investment will the organization receive, and how fast will the organization realize this benefit?
- Customer relationships – what if my customers don't accept e-signatures? Will the application support written/fax signatures? How convenient is it for my customers to sign with e-signatures --do my customers require an account to use the application?
- Integration – how easy is integration with existing operational applications?
- Security – does the application require new security measures?
- Implementation – what does it take to implement and maintain?

Are eSignatures Legal?

Electronic signatures are recognized as legally binding in countries around the world. The Electronic Signatures in Global and National Commerce Act became effective in the US in October 2000.

Electronic signatures are transforming business across all industries!

Telco & Communications:

Reduce the time to turn on services and invoice customers from days to hours.

Professional Services:

Close insertion orders in minutes so you can secure inventory and secure ad placements faster.

Telesales:

Close the customer on the phone and increase sales productivity by 200%.

Insurance & Financial Services:

eMail quotes to customers and they are signed and filed in minutes; collect insurance information from agents and customers online.

Staffing & Recruiting:

Close the time between a candidates verbal “yes” and a signed offer to minutes.

Supply Chain & Channel Management:

See contracts signed by trading partners in minutes.

What is Unique About EchoSign's Application?

EchoSign is the first vendor to deliver an e-signature solution that manages the business process of getting contracts signed -- quickly, easily and securely. EchoSign's application mirrors your existing contract signature processes -- with counter and sequential signatures, document controls, reminders, password protection, cc's to all parties, and support for both e-signatures and written signatures -- enabling EchoSign to seamlessly fit into the operational fabric of any business. EchoSign has been delivered proven ROI to over 500,000 global users from both small and medium businesses (SMBs), and enterprise organizations such as British Telecom, Cisco, Dell, eBay, Qualcomm, Time Warner Cable and many others.

EchoSign delivers the following benefits:

- **Ease of use:** EchoSign delivers a user experience that mirrors using email -- there is nothing to download or install. End user training is minimal and typically conducted via phone.
- **Business processes and reporting:** EchoSign delivers over 150 transparent workflow sequences to deliver frictionless workflow automation for both fax and e-signing paradigms so an organization can continue to conduct business without disruption. In addition, EchoSign delivers enterprise-wide contract status visibility with a reporting dashboard to measure performance at a glance and custom reporting and analysis to measure the status of your agreements over time.
- **ROI:** EchoSign is priced on a per user basis (contract sender). EchoSign's proven benefits include reducing sales cycles by 50-500% (literally, from weeks to hours or days) and reducing post sale internal contract processing costs by 50-75%.
- **Customer Experience:** EchoSign improves the customer signing experience with ease of use and convenience. Your customers do not need an EchoSign account to sign a contract, and they can sign contracts remotely with a blackberry or iPhone.
- **Integration:** EchoSign's API is commonly used to integrate contract signature events with finance, database and CRM applications.
- **Security:** EchoSign is completely secure, using email and password authentication. All documents sent through EchoSign are encrypted with full 128-SSL security, and all account data is encrypted with RSA keys. EchoSign captures every transaction in the contract signature process and records a comprehensive and detailed audit trail in PDF format. In addition, all contracts are automatically converted to PDF format just prior to being sent for signature, eliminating any last minute unapproved revisions.
- **Fast implementation:** As a software as a service (SAAS) application, EchoSign is implemented in minutes and requires no IT resources for implementation or maintenance. There is no requirement for end users or customers to install a plug-in or download a software client.

