

THEREFORE AND ELECTRONIC SIGNATURE INTEGRATION

ELECTRONIC SIGNATURES 2016 TECHNOLOGY FEATURE

Whether a signature is required to seal a final document version or certify the legal signing process of a contract between two parties, replacing paper signatures with electronic ones is the way of the future.

Therefore™ 2016 will extend e-signing capabilities by initiating integration with digital transaction management providers, thus granting the infrastructure to manage complete signing processes online. The first integration will be with a key provider, DocuSign®.



WHY E-SIGNATURES?

Market trends indicate that best-in-class companies are increasingly incorporating e-signatures into their business practices, especially when it comes to managing contracts with external parties.* This trend is also supported by various regulatory policy changes that recognize the validity of e-signatures for legally binding documents.** By using e-signatures, companies may save an average of three days during the approval process, and 68% of businesses adopting e-signatures may see a return on investment within a 12-month budget cycle.* Added gains include the decreased costs and environmental benefits that come with lower paper consumption and an improvement in customer satisfaction and employee productivity.

TECHNOLOGY CONCEPT

Starting in 2016, you'll be able to send documents for signing to a DocuSign® account, either manually from the Therefore™ Viewer or automatically using a workflow task. DocuSign® then handles the entire legal signing process. Once completed, documents can be manually or automatically sent back to Therefore™.

TECHNOLOGY CONCEPT

Handling contract processes efficiently is a key differentiator for the modern company. In the scenario diagrammed below, a company needs to send a service contract for a legal signature to both its own company's manager and an external customer. Once the final version of the contract has been created, the company can easily send the document to DocuSign® directly from the Therefore™ Viewer using the new "Get Signed" button. DocuSign® then sends the contract to the customer, who signs it electronically, and then to the manager who signs it as well. Once all signatures have been collected, DocuSign® sends the document back to the company, where it can quickly be saved into Therefore™, either manually or automatically using an indexing profile.

By using the Therefore™ integration with DocuSign®, the company is able to gather legally binding signatures in a fast, reliable manner that cuts costs and saves time. The company sees this reflected by **increased employee productivity**, enhanced customer satisfaction, and improved Key Performance Indicators such as **shorter sales cycles** and higher **conversion rates**.



* Digital Signatures: Ready for Production, AIIM 2014
** See EU directive 1999/93/EC: "Community Framework for Electronic Signatures," and California's Civil Code Section 16331-163317: "Uniform Electronic Transactions Act"

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