



# MOVE FASTER WITH SIMPLIFIED AGREEMENTS

Modernise your small business agreement processes for better results



# THINK DIFFERENTLY

## Paper-based signatures are:



### Outdated

- Manually scanning and copying documents is time consuming and prone to error
- Filing and storing physical documents is costly and creates a glut of records
- Searching through paper-based files to retrieve documents is labour intensive



### Slow

- Circulating paper results in longer time to execute
- Obtaining signatures can take days or weeks
- Preparing and mailing forms adds days to approval cycles



### Costly

- Printing forms and documents is an unnecessary expense
- Archiving paper adds cost and complexity
- Mailing documents overnight is expensive with the cost of sending documents overseas as much as \$80

## The problem with paper

As the owner or employee of a small business, you're under continual pressure to reduce costs, improve service and speed up execution. Documentation reigns supreme, with daily paperwork including quotes, contracts, invoices and more. Streamlining workflow throughout the whole business agreement process is an obvious step. And, if you're still pushing paper you need to stop.

It's time to address that last bastion of a typical small business's paper-based documentation process:

### The ink signature.

On the surface, moving documents seamlessly within departments, and between customers and partners seems like a simple task. But a typical small business's traditional paper-based System of Agreement creates a need for physical signatures to be collected on documentation at several points, and that adds inefficiency.

So as everyone goes about their busy meeting and travel schedules... Gaining required signatures on agreements and contracts often becomes a game of cat and mouse...

As a result, you spend more time chasing certain people and scanning or mailing documents, and less time committed to what's most important: making time and cost savings and growing the business.

## Transform your business with speed and convenience

Paper-based signatures are out of step with the modern world where customers want the convenience, speed and added security that comes with transacting digitally. In fact, a recent survey on Australian's digital expectations showed that 85% demand digital methods of signing agreements and purchasing products.

So why wait? Modernising your agreement processes with electronic signature capabilities can immediately accelerate business and give your customers the convenience they deserve.

**As experienced by Local Measure, eSignatures can also help you scale more efficiently.** The small business was growing quickly but needed to streamline its processes to keep pace with global demand. After adopting electronic signatures, it's improved turnaround times by 70%. Its sales reps are also saving one hour per contract, adding up to a significant productivity boost.



“55% OF PEOPLE WOULD PREFER TO COMPLETE TRANSACTIONS DIGITALLY OVER PAPER TRANSACTIONS”

**DOCUSIGN**

“DIGITISE OR DIE: AUSTRALIA’S DIGITAL EXPECTATIONS”

“EVEN SOME OF OUR LARGEST CONTRACTS ARE SIGNED ALMOST INSTANTLY BY CEOS USING THE DOCUSIGN MOBILE APP”

**JONATHAN BAROUCH**

FOUNDER & CEO OF LOCAL MEASURE

## Go Paperless

Nothing speeds workflow like the removal of paper. A paperless environment with eSignature functionality paves the way for signing documents in minutes – not hours, days or weeks. Plus, eSignature solutions support corporate sustainability initiatives by reducing paper and printing costs.

E-signing solutions further reduce delays by delivering integrated workflow capabilities. This ensures that documents are distributed and signed only by authorised signers.

## Go Mobile

People are increasingly mobile and expect to transact wherever they are and whenever they want. Use eSignatures to mobilise workflow and meet the demands of your customers and employees. You’ll also eliminate roadblocks when seeking signatures from busy executives who are always on the road.

## What to look for in an eSignature solution:



Ease of use and deployment



Connectivity to your existing systems



Secure, tamper-proof documents



Legality and acceptance wherever you do business



Full visibility into sign-off processes



Document retention and compliance options, including audit trails



Automated workflow, including daily reminders for signatories





DocuSign is changing how business gets done by empowering anyone to transact anytime, anywhere, on any device with trust and confidence. DocuSign keeps life moving forward.

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