How can sales professionals close deals faster with electronic signatures

76% of business leaders say traditional paperwork affects revenue recognition or create auditor issues. [1]

63% of sales leaders agree that paper-intensive processes negatively impact customer satisfaction. [2]

Electronic signatures improve customer renewal rates by **50%**. [3]

Electronic signatures users are **18%** more likely to shorten their sales cycles. [4]

[1] [2] Source: Bridging the document disconnect in sales - An IDC whitepaper
[3] [4] Source: Aberdeen Group Research March 2015

Paperwork holds back sales professionals from being more productive

A sales professional lives a dual life—swift and agile while pitching the value proposition to a prospect, but held back by paperwork when sealing the deal. With multiple prospects and opportunities in pipeline, a sales professional encounters a great deal of paperwork and the print-fill-sign-scan routine everyday.

On an average, sales folks spend more than one-third (36%) of their time on administrative tasks[5] , which leaves them with less time to focus on what matters the most - closing deals.

[5] Source: Bridging the document disconnect in sales, An IDC whitepaper

SignEasy

How electronic signatures help sales teams

BRING IN THE REVENUE, FASTER

After a contract is written up, getting it signed by the client and all the associated parties can take days. By choosing electronic signatures to get the deal through this last leg, you can cut this time from days to hours and reduce the time to revenue.

DELIGHT YOUR CUSTOMERS

By making paperwork less burdensome and using electronic signatures that let the client sign sales contracts anywhere, anytime and from their preferred device, you create a smooth and efficient experience for the customer. **That's why 68% of best-in-class sales teams have made the switch to electronic signatures to improve customer experience and close deals faster.**

BUILD A PRODUCTIVE SALESFORCE

Electronic signatures allow sales professionals to take their attention off paperwork and operational tasks and focus on the key outcomes—building a healthy pipeline, improving the lead-to-win funnel and growing revenue.

DIGITIZE PROCESSES AND IMPROVE VISIBILITY

51% of sales leaders admit that documents are either misfiled or lost; and 46% of them say that they aren't sure they have copies of all the signed agreements. With a huge deal of paperwork around, getting a visibility into the status of sales documents and maintaining them becomes an operational challenge. Electronic signatures free up sales teams from this burden by completing the last mile in an end-to-end digitized process.

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Close deals faster with SignEasy

WORKS ACROSS DOCUMENT FORMATS AND DEVICES

SignEasy works with PDF, Word, Excel, Apple Pages, JPEGs - almost any file format you use at work. You can sign, send and manage documents from your phone, tablet or computer, right from wherever you are.

SELF, IN-PERSON AND REMOTE SIGNING

Need to sign an NDA? Add your signature using the self-sign feature on SignEasy. Meeting the client to finalise the contract? Make your edits at the meeting and use the in-person signing feature to seal the deal instantly. Need to send a contract for signature to a customer or partner? Use the remote signature feature to send it and get it back signed in minutes.

CLOUD STORAGE INTEGRATION

With SignEasy, you can seamlessly import documents from popular cloud storage services like Dropbox, Box, OneDrive, Google Drive etc and can save back the signed documents. Switch to an end-to-end electronic workflow. Now that your contracts can be securely accessed from anywhere, there's no reason to print any paperwork.

SECURE & LEGALLY BINDING ESIGNATURES

Documents signed with SignEasy are ESIGN ACT (US) and eIDAS (EU) compliant and as valid and legally binding as handwritten signatures. To boost the evidentiary value of your contracts, SignEasy also maintains audit trails of all signed documents. Your documents are also kept tamper-proof by using AES 256 encryption at rest and 256-bit SSL encryption during transit. For further security, you can set up a passcode or fingerprint authentication so that your signature, agreements, and contracts are safe and accessible only to you.

WORKS WELL WITH CRM AND OTHER APPLICATIONS

Switch to an end-to-end electronic workflow and seamlessly import and export documents from the applications you use everyday. You can send sales contracts for signature to customers directly from your CRM (like Zoho). You can even sign documents right within your favorite applications like Gmail, Google Drive, and Dropbox etc, without switching between various apps using our mobile and browser extensions.

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Use cases

Sales professionals can use electronic signatures to get documents signed across different stages of the quote-to-close cycle and beyond, such as

- Sales orders
- Invoices
- Customer agreements
- Proposals & Bids
- Quotes
- Sales contracts/renewals

- End-user agreements
- Financing agreements
- Compliance processes
- Audit sign-off
- SOW/MSAs
- Customer service portals

- Licensing agreements
- Loaner asset tracking
- Purchase orders
- Leases
- Consent forms

Productive sales professionals use SignEasy

SignEasy is trusted by sales professionals in organizations across industries, some of them being:
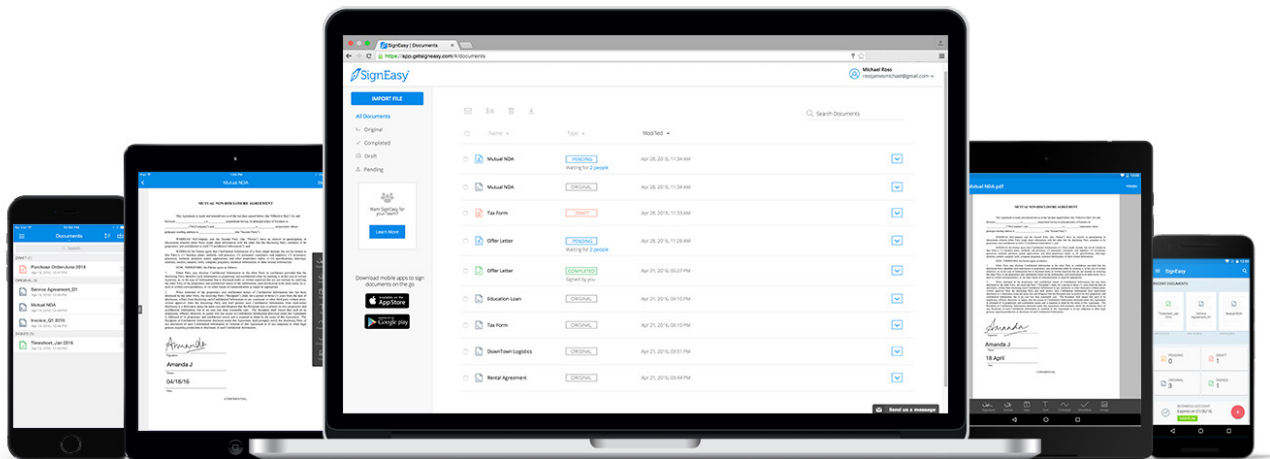
Google fiber   stryker®   TrustPay   SERMO talk real world medicine

> "
> It's a part of my process for how I initiate a relationship with a client or start a new project with an existing client. I can't imagine what I'd do without SignEasy as it has become such an integral part of my business life.
>
> - Natalya Bah
> CEO, Natalya H. Bah Consulting
> "

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SignEasy™
Sign Anywhere. Anytime.

Featured by Apple and Google and trusted by over 4 million users, SignEasy is the simplest and fastest way to sign or get documents signed from phone, tablet, or computer. People across industries such as real estate, legal, accounting, sales, insurance, human resources, logistics, and healthcare from over 150 countries use SignEasy to reduce business turnaround times, close deals faster, cut costs, and delight customers by eliminating the cycle of printing, scanning, and faxing of paperwork.

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