

# Modernize Industries with Electronic *Signatures*



The constant proliferation of software throughout our lives has led to changes in fundamental aspects of conducting business. Signatures have always played a significant role in a modern world, acting as the cornerstone of all legally binding negotiations and business contracts. However, as technology has come to reshape our current working environment, these procedures behind traditional business practices have been forced to transform and lead with the implementation of an electronic signature solution.

The dawn of digital transformation has begun impacting every aspect of a business. From client-facing roles like sales and marketing to in-house departments such as accounting and HR. Along with electronic applications to make the work-from-home experience more seamless, the benefits in efficiency brought by the digitization of age-old methods have led to increased ROI across the board for all industries.

The software helps accelerate the rate at which deals and contracts are signed, obstacles are overcome, and the rate at which clients kept happy. The solution which embraces modernization across all client-facing areas including IT and sales. By identifying those organizations who are leveraging eSignatures, it's been observed they exceed over competitors when it comes to the adoption of other major modernization technologies and advancements.

## Security

Paper contracts are threatened by all types of security problems whenever used, whether as a result of deliberate interference or human errors. Thankfully, the use of electronic signatures and digital contracts enable all industries to rise above the limitations of the past and overcome them seamlessly.

Documents can be encrypted in order to avoid tampering with so only the related signatories have access to them. You can also ensure that all parties have signed the document on time, rather than finding out a few key signatures are missing. For large scale industries, where the working environment is

more hazardous, eSignatures and documents are far more resilient than the physical counterparts. They can be stored remotely in data centers, which are not at risk from machinery error or other on-site disasters.

## Client Satisfaction

Happy and satisfied consumers are more likely to be loyal in the future and making the ultimate switch to electronic signatures can be a strategy which boosts their satisfaction levels. The ability to send critical documents to be signed electronically is far more convenient and faster. A customer can sign off on any significant deal from their smart device or laptop from anywhere at any time.

## Sustainability

All industries are helping the enhancement of sustainability at the moment, not only to meet the internal objectives but also to reduce environmental impacts or to conciliate regulators. While also meeting the needs of eco-conscious clients' expectations everywhere.

Electronic signatures can further efforts for a paperless approach to doing business, ticking off all the boxes in terms of sustainable operations. Thus, while there may be a few initial challenges to overcome when embracing this new approach, the long-term advantages make it easy to justify the investment.

## Audit Trail with GPS Coordinates

Modern eSignature solutions come with new types of features like capturing the image of the signer for authentication purposes. Plus, with the geolocation option enabled, organizations can track the exact location of where the signing of a document took place.

## How Electronic Signatures Help Sales Teams

Being a salesperson means interacting with customers on a daily basis, working with multiple contracts, and striving to enhance sales at all times. To work effectively and maximize the organization's profits, salespeople must stay updated on the latest business innovations and product. Plus, among the top must-have IT solutions needed by the sales department is a cloud-based eSignature software.

With electronic signatures integrated into the business, companies are more likely to observe a faster and more effective sales cycle. Also, they are 75% more likely to meet the sales objectives set for the department. By not making clients follow ineffective traditional methods and paper-based documents, businesses are 80% more likely to keep their customers content and signing up for more products or services.

Customer retention rates, meeting sales objectives, and gaining efficiency leads organizations who are 70% more likely to observe annual business revenue growth. Finally, they are three times more likely to minimize the expenses of bringing in new clients, as eSignatures eliminate those obstacles as well.

Today, many people use modern technology like eSignature solutions while signing a contract and other types of documents. They will also expect every organization to interact with and provide similar innovations. Businesses should know their customers well and be aware they need to embrace modernization in order to keep their clients happy. By modernizing technologies, companies are ready to innovate in order to meet clients' demands and enhance efficiencies at every opportunity to stay ahead of the competition.

# About SutiSoft

SutiSoft develops a comprehensive suite of cloud-based business platforms and solutions for companies of all sizes. These platforms include scalable and easy-to-use solutions for HR, Employee Travel and Expense, CRM, Document Management, Business Data Analytics, and Electronic Signature. Our platforms and solutions enable small, mid-size, and large enterprises to control costs, save time, and make smart business decisions. Headquartered in Los Altos, California, SutiSoft also has regional offices in Germany, India, and Japan. For additional information visit our website at <https://www.sutisoft.com>

## **U.S. Office:**

SutiSoft, Inc. 4984 El Camino Real, Suite 200, Los Altos, CA 94022.

## **Sales:**

[sales@sutisoft.com](mailto:sales@sutisoft.com) (888) 272-4385 or (650) 969-7884

For more information: visit us at [www.sutisoft.com](http://www.sutisoft.com)