

How To Affect Top Line Via Digital Signature In SAP



Introduction

A company's top line can be affected by many factors, but the operational efficiency of its business cycle is one of the biggest driving factors of an organization's gross sales and revenue. Operational efficiency not only reduces the time taken for daily operations enhancing productivity but following proven best practices (lean Six Sigma for plant maintenance) can hugely impact indirect factors like lower operational down-time and shorter sales cycle.

As the Finance, Operations and IT stakeholder of an organization that is constantly looking after its vendors and customers, you should look at Transaction Management in your organization. No, we are not throwing jargons at you.

Transaction Management: The process of official organizational documents being created, approved and finalized is called transaction management. **Any successful organizations tries to automate at least 70% of all documents workflows within in its operational cycle.**

Here is how transaction management and its efficiency can affect the top-line of an organization.

MORE THAN 80% OF INTERVIEWED DECISION MAKERS NOTED A CLEAR OR PRESSING NEED FOR DIGITAL TRANSACTION MANAGEMENT (DTM) SOLUTION.

98% OF COMPANIES REPORTED REVENUE IMPACT FROM POOR TRANSACTION MANAGEMENT.

37% OF COMPANIES ESTIMATING REVENUE LOSS TO BE 11% TO 25%

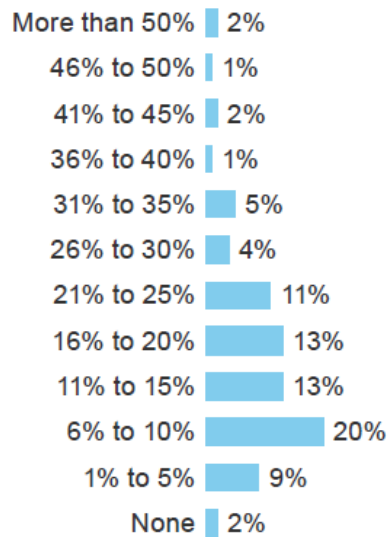
LEGALITY OF DIGITAL SIGNATURE IN INDIA

Signatures in electronic form have been recognized by law in India since 2000, with the passage of the Information Technology Act.

The Act identifies and establishes a two-tiered legality structure, classified as simple electronic signatures and digital signatures. Under the Indian Information Technology Act, only digital signatures are recognized as valid electronic signatures. However, simple electronic signatures can be produced as evidence as per the Evidence Act of India. A court in India will admit electronic signatures as evidence, therefore specifying even simple electronic signatures as legally admissible. *{Complete Guide to electronic signature laws, SignEasy}*

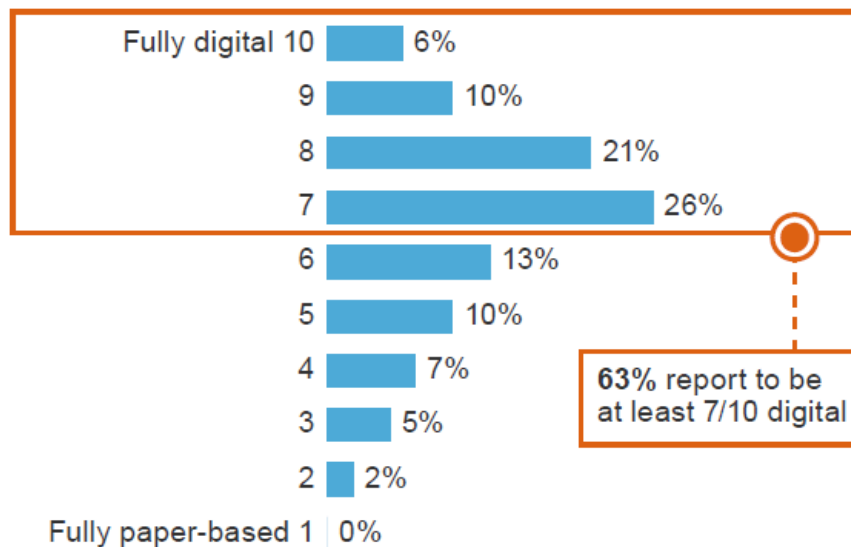
How Poor Transaction Management is affecting your top line (400 IT and Finance Leaders Survey by Forrester)

“Using your best estimate, what percentage of revenue is lost due to poor transaction management?”



% of revenue lost due to poor transaction management

“When thinking about DTM in regards to the documents used at your company, where would you say your firm is on a fully analog to fully digital spectrum?”



Organizations and where they stand in the digital document landscape

How Digital Signature in SAP can drive the top-line

1. Automation of cumbersome processes

Using a digital signature solution simplifies your processes from purchase orders, master service agreements to offer letters and Form-16 and requests for proposals with pre-set routing and approval workflows that accelerate the speed of business.

2. Reduce costs

Eliminate the need to get information and signatures through printing, faxing, scanning, delivering and chasing down documents. Completely removes the tiresome and error-prone processes and creates a streamlined workflow for approval and signatures of all documents. **Almost all** purchase orders need to have a digital signature to be verified and validated.

Using a digital signature in SAP can make the DTM process up to 200x faster.

3. Execute documents quickly

Get documents routed, signed, and returned online in minutes – anytime, anywhere, with remote access to authorized signing.

4. Reduce risk and increase compliance

Use the software's complete, legally binding audit trail to comply with internal policies, signing-levels requirements and authority, and document retention policies. Multiple level signature certificate and time-stamp. View the validity of the signature at any time.

5. Improve visibility and remove Bottlenecks

See exactly where each document is in the process, who still has to sign, and by when. Eliminate unnecessary delays such as hardware dependencies, scanning manually, low-signature quality and operational bottlenecks.

6. Verifiable, Tamper Resistant and Time Stamped

Fraudulent activity like alias-signatures and fake signatures lead to huge expenses for companies. **20% CFOs identify this as a challenge in their organization and admit they only have manual safeguards to prevent this.** With Digital Signature in SAP, every signature is unique, documentable, encrypted and tamper-evident. Time stamped signatures with public key help us validate the authenticity of the sign and prevents duplication of purchase orders and other documents.

7. Flags and checks on each action performed on every document for insight

What an organization sees is what they control. A comprehensive solution gives you unparalleled visibility into the actions performed on each document so that every action can be traced. Automation enables Signature and Emails at the click of a button.

How EasySign Can Help Drive Top-line through automation in Digital Transaction Management

1. **Save up to 90% on Document Handling Costs** using EasySign in SAP
2. **Get 4X ROI on e-Signing of Sales Invoices & Purchase Orders** through EasySign for SAP
3. **Reduce the time for approval lifecycle of document from 1 working day to 30 minutes** (maximum).
4. Upgrade customer and end-user experience to enhance productivity. Track vendor and customer documents through a single transaction code in SAP.
5. Quick Deployment, User Acceptance Testing, Trainings to enable digital signatures in your organization.
6. One-time installation with no maintenance or hidden charges.
7. Integrates seamlessly with your in-house Document Management System (DMS).

Contact Us to know more about our Digital Signature Solution

[Email Us!](#)

Want to see for yourself; how EasySign can help automate digital signing in your organization?

[Request Demo!](#)

EasySign
Fast, Easy And Secure
Digital Signatures

As a leading SAP Solution provider in India
we have helped
leading organizations and over 100,000+
documents been signed
seamlessly at the click of a button.

Let us help you drive operational efficiency and top-line.

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