

# How Digital Signature can Guarantee ROI



How Digital Signature in SAP can  
Guarantee ROI

**EasySign**  
Fast. Easy And Secure  
Digital Signatures

## Introduction

When you automate the repetitive process in an organization, it boosts the business by reducing the cost and time and enhancing productivity.

Apart from a humongous amount of time being wasted on the signature process of a document, there are a lot of issues that arise with respect to data integrity, duplicate signatures, security issues, multiple copies being uploaded and a lack of visibility of the document's signature lifecycle.

By the means of a Digital Signature solution, Sales Invoices, Purchase Orders, Credit and Debit Notes, Form-16, Delivery Challans, HR forms such as offer letters, and other organizational documents, can signed with the click of a button and managed in a secure on-premise or cloud SAP environment. This enables enterprises to efficiently optimize and streamline their work processes without the need of printing, faxing, scanning or manually uploading documents to SAP, including handling and storing a myriad of paper documents, taking up well-needed space.

Digital Signatures protect highly confidential documents by encrypting the approver's signature in the document and making them tamper-resistant. During the validation process, the approver's key is extracted from the signature and used to both authenticate the signer's identity through the Certificate Authority and ensure no changes were made to the document since it was signed.

A large number of documents need to be printed on a daily basis for the purpose of approval in SAP. This includes administrative costs and payroll expense of the person hired for this purpose. As documents are indispensable, storage space is needed as well as a person to maintain the matrix. Approved documents might need to be posted to the clients and this process involves an extra cost, in terms of manpower and time.

For the sake of better understanding, we have taken a deep dive and searched out how those challenges are affecting the top- and bottom- line of an organization and how Digital Signatures within SAP can affect the two lines that matter on your organization's Income Statement.

## How Digital signature solution affects the bottom line?

To know how Digital Signature Solutions in SAP can increase the net profit (Bottom-Line), first you have to understand what challenges persist in the signature process after a document has been approved.

### 1) Reduces administrative costs of signing organizational documents

The signature process after approval takes a lot of time, as it may require multilevel approval. When it comes to the analog methods of signing organizational documents, you need to put dedicated resources for the process. As the volume is high, more time is required in signing the documents. The cost of printing, scanning, faxing, and posting are some of the many administrative costs involved.

Printing a document doesn't incur too many expenses but if you are printing thousands of documents on a daily basis for signature, administrative and opportunity costs are huge! The actual figure surely does make a dent in your bottom line. Maintaining the infrastructure for printers and fax machines is also an expensive affair.

These documents after approval become credentials and need to be stored at a safe place and a resource to maintain the metric. The Storage place and the Resource add up the extra cost.

To overcome such challenges, a Digital Signature Solution in SAP enables automation with features like bulk signing, bulk emails and easy access of signed and unsigned documents. These eliminate the costs of printing, scanning faxing and posting. When you are digitally signing a document, you don't need to print and then send them through fax or post. EasySign provides signature Authentication certificate and documents can be sent through email while maintaining document Integrity.

It reduces the signature time, as you can sign a document at any point of time in SAP ERP System as you don't need to download the document from SAP. Signing can be done in SAP only. This solution also allows bulk signing, so you don't need to assign your critical resource for such a process that can be done in moments with Easy Sign. This will Consequently, reduce the cost and increase the net profit.

### 2) Enhances Security and Compliance

Pretty much every digital transformation effort comes with the fear of security breach. Losing control of confidential data is a nightmare for the company. As the traditional signature process is vulnerable, it can be forged or changed over time. You can't even recall, when you have performed the approval of the document. A Digital Signature Solution provides safety to your documents by using a digital and time-stamped certificate by the Certification Authority and a legal compliance certificate on any approved document. It ensures the authenticity and safety of credentials.

A Digital Signature does not change over time. Having the same signature stored for various documents means it only takes a few moments for an employee to ensure the credential is authentic. It's normal to be skeptical of storing your data, but with efficient Signature Automation in SAP, you feel more confident that your signature is legitimate and protected, and ready to deploy.

## How Digital Signature Solution affects the Top-line

The Digital Signature Solution reduces the operation cycle as the signature automation reduces the period of sales receivable. It leads to more customer satisfaction because the customer won't need to wait for the length contract approval proves and the time period of fulfilment of the order becomes short.

### 1) Digital signature improves the cash flow

As Digital Signature for SAP makes it quick and easy to sign documents online, you are guaranteed to see faster document turnaround. It's also easy to quickly execute documents that have multiple signers. After the first-person signs, it automatically routes documents to the next person to sign in the workflow. This enables your business to get paid faster than ever before. We have seen businesses in a variety of industries reporting that signed documents are returned faster with EasySign.

### 2) Hidden Cost in Document transaction

Beyond the mere tangible costs, there are many other hidden costs of using paper-based signatures which are more complex to monetize.

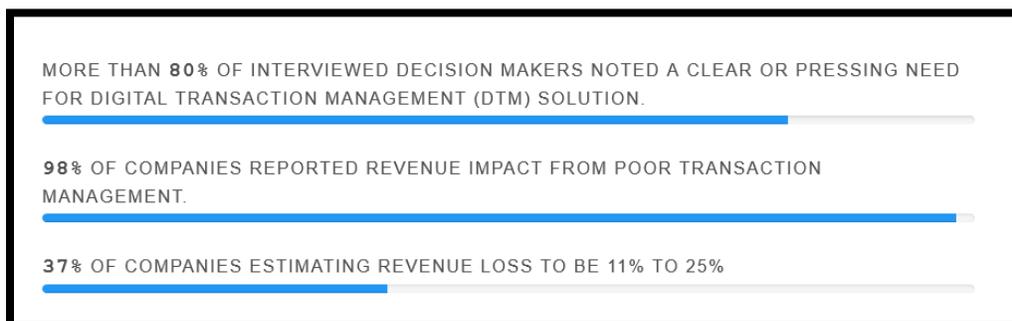
**Fraud and Compliance:** Paper records often lead to compliance failure issues, because it's easy to later edit signed documents without detection. Also, hand-signatures can be easily forged without detection.

Furthermore, paper documents can be easily lost or destroyed. This can lead to significant losses through fraudulent activity, expensive lawsuits or hefty regulatory fines.

**Disaster recovery:** back-up for important legal documents having a single paper copy of the original document can lead to issues if your storage site encounters a disaster. This leads to the need for having multiple original copies being stored at multiple locations all adding to the cost of paper document archiving.

The digital signature solution ensures signature compliance as the digital signature is approved by Government Authority (hyperlink of Ministry of Corporate Affairs) and Signed document with recognized as valid electronic signatures under the act of Indian Information technology.

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



## How EasySign Can Help Drive Top- and Bottom-line through automation in Signature Processing

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 signature of documents from 2-3 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?

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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.

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