



Alliance Staffing Solutions Accelerates Business with DocuSign Electronic Signatures



CASE STUDY

Alliance Staffing Solutions is a full-service recruitment firm comprised of several specialized business units. Alliance offers a suite of staffing services for financial, office, healthcare, scientific, technical, industrial and general search solutions to ensure consistent, qualified placements. With a reach that extends throughout Ohio and nationally, Alliance has grown to become one of the fastest growing businesses in Ohio.

Challenge

Having developed an online application process to alleviate the hassles of paper applications in 2009, Alliance found the process was incomplete as candidates still needed to sign and complete the remaining application paperwork to be submitted as candidates to potential employers. Alliance decided to look for an electronic signature solution to keep the process fully online.

Solution

Alliance recognized DocuSign would be flexible to accommodate Alliance's seven different business units and support Alliance's green initiatives. The electronic signature solution had to provide document customization and be easy for internal staff to use.

Results

Since deploying DocuSign, Alliance has seen the submission of online applications grow from 425 per month to nearly 900 new candidate applications per month. Despite a 100% increase in applications over the previous year, Alliance has only modestly grown staff due in part to enhanced productivity using DocuSign templates, reminders and automatic conversion of form fields. "DocuSign's templates and automatic signing reminders significantly reduce the time it takes Alliance to administer new candidate application packages. In addition, it's more user friendly for applicants," says Kate Masin, director of operations at Alliance Staffing Solutions.

Alliance recruiters review each application and prepare the necessary employment application forms using DocuSign's easy to create templates and familiar yellow drag and drop Stick- eTabs® and then

Summary

- 100% growth in applications year over year
- 129% increase in revenue in first half of 2010
- Decreased processing times for paperwork
- Added fast, secure mobile signing to benefits for employment applicants

electronically send the documents from DocuSign. The applicant immediately receives an email notification that the application packet is ready for e-signing. The documents can be accessed through a computer or any Web-enabled mobile device. The applicant adopts an electronic signature and is guided through the e-signing process. Once completed, an email notification is sent to both parties with a link to the final executed document. The result is a legally binding, fully E-SIGN-compliant employment application supported by a comprehensive audit trail. Since the documents are digital, filing and storing completed applications for the required seven years is easier and hassle-free—eliminating any physical footprint.

"DocuSign is the global standard and we're delighted with the results we have received," says Masin. "We've seen 100% growth in applications over prior year and a 129% increase in revenue for the first half of 2010. Much of this is attributed to the efficiencies we've gained using DocuSign. I'd recommend DocuSign to anyone wanting to enable technology to reduce costs, streamline operations and increase revenue—it worked for us!"



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Kate Masin
Alliance Staffing

About DocuSign

DocuSign is the world's most trusted electronic signature network, with millions of DocuSigners who have signed tens of millions of documents. With DocuSign you can accelerate the speed of business using the easiest, fastest, most secure way to send, sign, track and store documents in the cloud. Visit docusign.com or call 1-866-219-4318.



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