



## MAGNA POWERTRAIN

Magna Powertrain is a premier supplier for the global automotive industry, with full capabilities in powertrain design, development, testing and manufacturing. Magna's global purchasing organization needed a more streamlined and secure way to track and acquire signatures on supplier agreements, purchase orders, terms and conditions and other critical business documents. By implementing DocuSign eSignature technology, Magna Powertrain's purchasing department has accelerated signature acquisition, enabled process visibility and increased legal and industry standards compliance, all while saving time and money.

### CHALLENGE

For the busy employees in Magna Powertrain's global purchasing organization, contracts, agreements, expense forms and other documents are a key part of daily business. Obtaining and tracking signatures from geographically dispersed suppliers and internal approvers was becoming increasingly challenging. "It was a tedious and time-consuming process," said Eric Stiebel, Strategic Commodity Manager for Magna Powertrain. "The first person would print, sign, scan and email a document to the next person who would then do the same. There was no easy way to track the signatory process."

In fact, gaining approvals could take up to two weeks, requiring valuable time from the organization's administrative assistant to track signatures and send reminders. Furthermore, keeping legible documents on file was crucial for legal reasons as well as for automotive industry standards compliance. Mr. Stiebel commented, "We were wasting valuable time scanning and oftentimes the end product was not legible."

### SOLUTION

It was time to end the sign-print-scan-repeat cycle. Mr. Stiebel began exploring eSignature technology last year as a way to automate the signature process and ensure legible



### RESULTS

Accelerated document signing from 1-2 weeks to less than a day



Increased legal and industry standards compliance



Improved visibility into document signing processes



Decreased costs of paper, ink and lost productivity



and compliant documents. “We really like the security features and document storage capabilities that DocuSign offers,” commented Mr. Stiebel. He says that DocuSign stood out as an eSignature provider, especially in terms of its user interface and mobile capabilities. He also liked DocuSign’s security and certificate of authentication features.

**RESULTS**

Today, approximately 110 global purchasing employees at Magna Powertrain are using DocuSign to complete signature transactions. Internally, the purchasing organization uses DocuSign to secure signatures for expense reports, travel requests and sourcing approvals. “In the past,” said Stiebel, “something might sit for a week or longer. Now we can get approvals the same business day.”

Externally, Magna Powertrain uses DocuSign for scheduling agreements, purchase orders, non-disclosure agreements, letters of intent and terms and conditions agreements.

“When we have a contract or nomination letter we use DocuSign to capture the supplier’s signature,” said Mr. Stiebel. “DocuSign has decreased signing time substantially – plus, now documents are traceable, so we have visibility into where everything is in the signing process.” Internally buyers are saving substantial time and the administrative assistant can now focus on other responsibilities. Magna Powertrain management likes being able to sign anytime, anywhere on their mobile devices. Externally Magna’s suppliers have also given the company positive feedback on the convenience of using DocuSign.

Magna Powertrain’s purchasing organization continues to find new ways to use DocuSign, customizing templates with Magna branding and making forms easy to complete and send. “DocuSign is saving us a significant amount of time and ink. We can get documents signed in a day. No wasted time, no document confusion.” In fact, other internal functions at Magna are taking notice of how the purchasing organization has streamlined signatures. Magna Powertrain’s corporate Accounts Payable department has already implemented DocuSign with other departments such as Program Management piloting and researching DocuSign. “DocuSign is a step forward in technology and a significant time saver,” said Mr. Stiebel.



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**ERIC STIEBEL**  
STRATEGIC COMMODITY MANAGER,  
MAGNA POWERTRAIN

**ABOUT DOCUSIGN**

DocuSign is changing how business gets done by empowering anyone to transact anytime, anywhere, on any device with trust and confidence. DocuSign keeps life moving forward.

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