

Electronic Signatures Generate Giant Savings and Accelerate Responsiveness for Leading Engineering Company

Engineers use regulation-compliant electronic signatures to turn reports around without delay

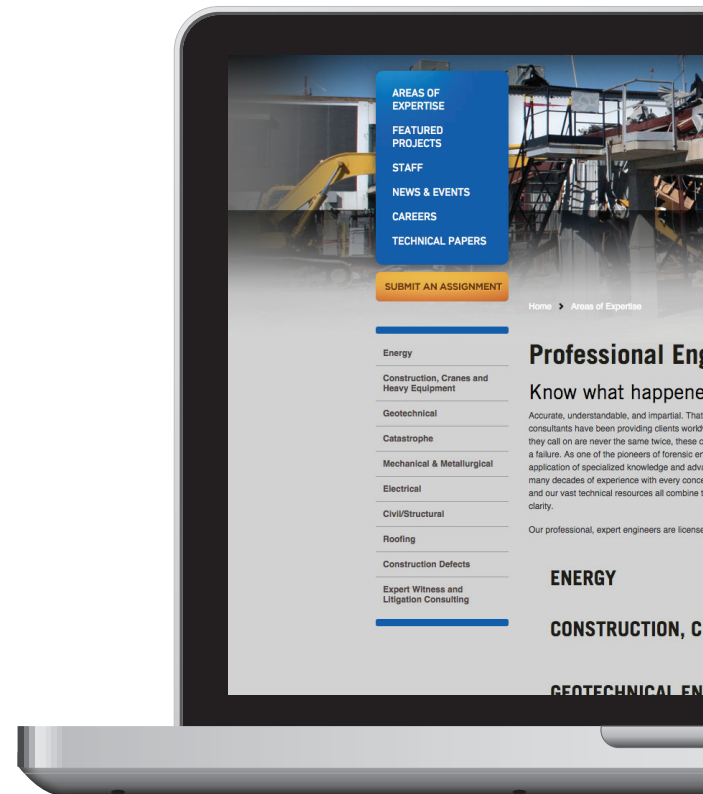
Background

This multi-faceted engineering company performs forensic engineering around the world in the fields of civil, structural, architectural, electrical, and mechanical engineering. Its clients come from a wide variety of industries, but all share the vital need to understand the origin and cause of damage or failure. In this type of consulting, time is of the essence, so clients expect to receive their reports as quickly as possible.

Challenge

With teams of geographically-dispersed engineers often working on the same project from different locations, coordination can be an impediment to timely service. Using paper, obtaining the required document signatures from each location proved costly and time-consuming. Documents would have to be couriered back and forth, especially problematic when dealing with traveling engineers. Obtaining all of the required signatures could easily take three weeks.

The engineering company needed to find an electronic signature solution that could be used from anywhere and that would simplify and speed up the process. Furthermore, the solution would have to comply with P.E. Board regulations across all or most U.S. states.



Top Benefits Achieved

- ✓ Rapid turnaround on securely signed drawings, plans and studies
- ✓ Compliance with federal, state, and institutional regulations
- ✓ Savings of \$250,000 in the first year alone
- ✓ Eager acceptance by engineering staffs and other users

Electronic signing on forensics reports, drawings and plans

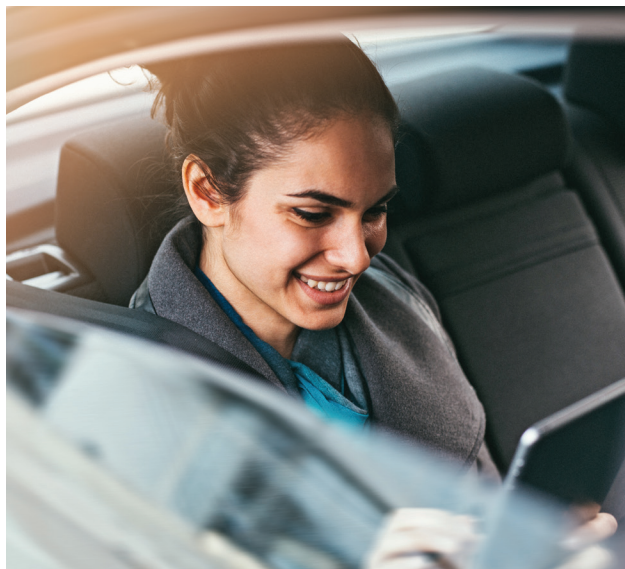
Solution

The DocuSign Signature Appliance, the most trusted on-premises signing solution for regulated industries and markets, is also the leading electronic signature solution for the Architecture, Engineering and Construction (AEC) industry. Its reputation, as well as its product features, made it attractive to this engineering forensics company.

They realized that with the Signature Appliance their engineers could securely, compliantly, and affordably add their signatures and professional seals to drawings and other documents, and deliver them in a matter of minutes, rather than days. By eliminating the time-consuming and expensive need for printing and routing paper, and ensuring that each engineer's contribution is securely attributed and sealed from changes, the solution enabled them to tap into their best resources regardless of location.

Results

It wasn't difficult getting the firm's engineers on board as the ease of use and the benefits in speed and security were obvious from the start. By eliminating the hard costs of paper, ink, and routing, electronic signatures saved the company \$250,000 in the first year of implementation alone. And their clients were ecstatic since they now knew that the company can do everything electronically, meaning that electronic signatures helped improve both the bottom line and customer satisfaction. The results quickly spread to where additional departments, such as Accounting and HR, also started using the DocuSign Signature Appliance.



In the old days, we would have to FedEx a document back and forth, which was problematic, when dealing with traveling engineers. Obtaining all of the required signatures could easily take three weeks. Our clients are ecstatic. Now that they know we can do everything electronically, that's how they want it. Going with electronic signatures has definitely increased our business. It wasn't difficult getting our engineers on board. The tool was well accepted to the point where our accounting and HR departments are using it as well."

-Branch Manager



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