

Brainlab Accelerates Key Business Processes with DocuSign

High volumes of electronic signatures save money, trees and time

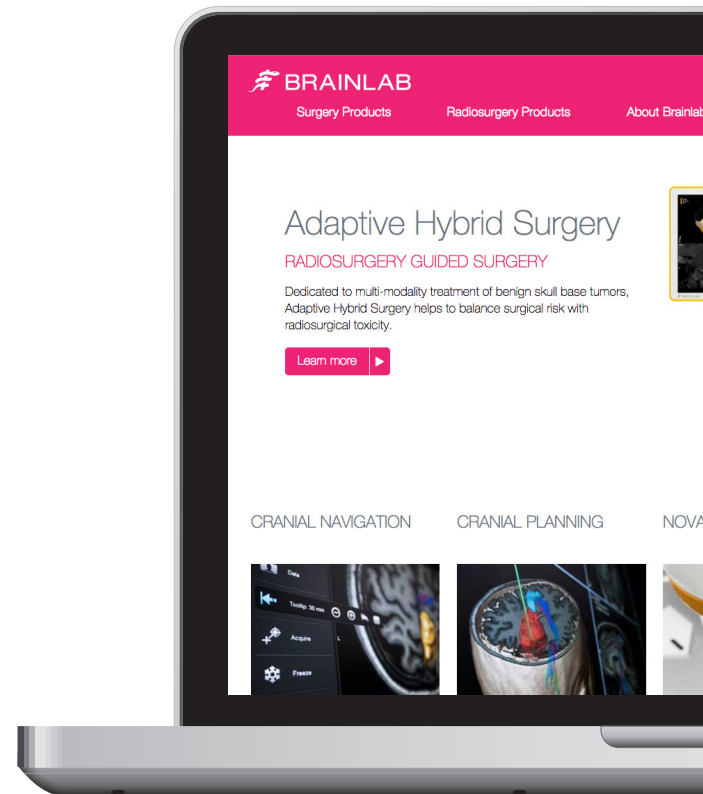
Background

Dedicated to improving access to and consistency of medical treatment, Brainlab is a global company which develops cutting-edge technology — software and hardware — used by hospitals, doctors' offices and medical facilities to help improve the medical condition of patients diagnosed with various diseases. Brainlab employs 600 employees in Germany with an additional staff of 500 sales and support staff around the world.

Challenge

Brainlab regularly generates a wide range of documents and workflows that require signatures from staff members located globally. While the company's headquarters are in Munich, one out of every ten signers is located outside of Germany.

A traditional paper-driven company, Brainlab determined that it needed an electronic solution that could effectively accelerate its many workflows and signing processes. As a global medical device company, Brainlab had to comply with strict international regulations including FDA 21 CFR Part 11 and regional ISO 9001.



Top Benefits Achieved

- ✓ HR signing processes shortened by 90%
- ✓ Compliance with FDA 21 CFR Part 11 and regional ISO 9001
- ✓ 25,000 electronic signatures applied across the organization



Solution

Brainlab adopted the DocuSign digital signature appliance to electronically sign various HR-related PDF and Word documents, including bonus-action and salary-action requests as well as personnel-development interviews. They created a workflow that uses DocuSign's SAPI Web Services API to manage the process.

Results

Since adopting the DocuSign solution, turnaround times in the HR department have been reduced by 90%. Subsequently, R&D and Quality Management also adopted the DocuSign digital signature appliance to sign off on important forms and processes including CAD drawings.

Brainlab's ultimate goal is to deploy DocuSign electronic signatures across the organization. They started out with 400 signers and have expanded to more than 500 active signers across the organization, including directors, project managers, team leaders and quality management department staff. Since installing the DocuSign digital signature appliance, more than 25,000 electronic signatures have been applied. The company's ultimate goal is to deploy the solution in each and every department, making paperwork, filing and physical archiving a thing of the past.



The DocuSign Digital Signature solution was ideal for us because it eliminated the printing, signing and scanning of multiple documents for the sole purpose of acquiring approvals."

- Andreas Wierstorf, IT Director



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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