

Huber is Using SIGNificant to Electronically Sign Client Quotations

**SIGNificant allows full automation of the document workflow and results
in substantially shorter turn-around times**

Highlights

Client: HUBER Reklametechnik GmbH

Product: SIGNificant Flow™

Distributor: xyzmo Software GmbH (for SIGNificant Signature Solutions GmbH)

Overview

HUBER is the leading provider of advertising technology solutions in Austria and central Eastern Europe. The business activities range from the design and construction of advertising towers and advertising suspension towers right up to the manufacturing of LED components for video and other electronic advertising displays.

The enterprise was founded in 1967 and today employs 100+ qualified specialists in many areas of expertise.

The challenge

HUBER is situated in Austria with subsidiaries in Slovenia and Croatia. Each day HUBER generates a large volume of customer quotations for the European market, including Slovenian and Croatian customers. Internally, each individual quotation must be signed both by the management of the subsidiary and by the management in Austria. Due to this internal requirement, the process of quotation

"Shortly after the integration of the web-based signature solution we realized the simplicity of the application. The process of quotation generation was qualitatively improved, turnaround times were drastically shortened and paper and archiving costs have been substantially reduced. This has been particularly beneficial in the Slovenian and Croatian markets."

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Johann Anleitner,
HUBER Reklametechnik GmbH,
Controlling



generation is time consuming and often takes up to a week. Because of the competitive nature of the business HUBER

recognized the need to become more responsive to customers needs. The organizational challenge was to drastically reduce the internal cycle time while maintaining the approval process requirements.

The Solution

SIGNificant offered a solution that met all the internal approval requirements of HUBER while greatly reducing process turnaround and customer waiting times, in this highly competitive market.

The process

1. Customer quotations are created by the administrator in Marchtrenk/Austria using an existing system and converted into an unsigned PDF. The quotation is stored locally and sent to the various signatories via email.
2. The administrator uses SIGNificant Flow to define which signatories are required to sign a quotation. The signatories are registered on the SIGNificant server and then automatically one after the other they are invited via email to digitally sign the quotation using a pen tablet.
3. All responsible personnel are now able to personally sign without delay, from any remote location. A process that required several days to complete is now reduced for less than one day.
4. Once the last signatory has signed the quotation, the administrator as initiator of the SIGNificant Flow receives an email indicating that the signed document is ready to be retrieved from the "signed box". Now the signed electronic quotation can be sent to the customer by email and centrally stored at the file server.

Benefits

HUBER's expectation was to be able to send signed and approved quotations for Slovenian and Croatian customers within 24 hours after generation. By signing all quotations with SIGNificant this organizational goal was easily achieved.

Huber has drastically shortened the process of quotation generation. The customers receive their quotations faster and on an electronic format, which is important to counter the local competitors.

Added-on Values:

1. **Increased efficiency and security** of the quotation generation process.



2. **Simple adjustment** to existing customer systems and workflows.
 3. **Easy short-time training** for users and administrators.
 4. **Rapid conversion to paperless** quotation generation with electronic archiving.
- SIGNificant requires no change in habits (sign as you always did) or learning any aspect of new software.

SIGNificant™ is a registered trademark of SIGNificant Signature Solutions GmbH.