

## Ono Academic College - Facilitating Contract Signing Processes

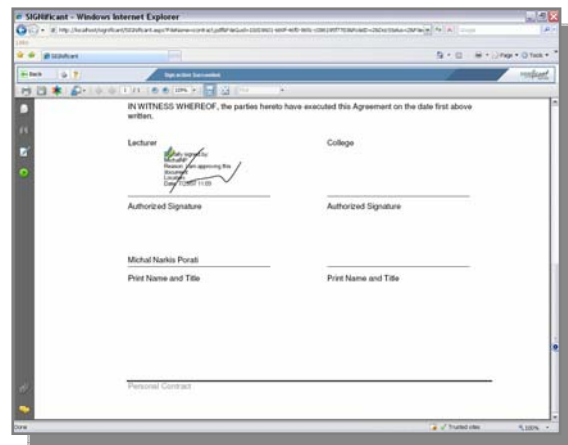
### Highlights

**Client:** Ono Academic College

**Product:** SIGNificant Flow

**Number of signing stations:** 10

**Number of end users:** 500



### Overview

Ono Academic College (OAC) is an Israeli leading institution of higher education focusing on the development and study of applied academic programs which enable their graduates to enter the labor market.

OAC has undergraduate programs in Law (LL.B) and Business Administration (BA) and an MBA program with a variety of specializations.

### The Challenge

In order to keep aligned with the latest market trends in the various fields studied in the college, specialist lecturers are hired on a frequent basis. Signing them up on contracts became a cumbersome procedure, since it applies a multiple-stage process involving printing and scanning the same contract several times just for the sake of signing it. Upon receiving a signed contract by fax, the administrative staff needs to print out a copy and disseminate it internally for a round of signatures, then re-fax it back to the lecturer signed, and scan it for



digital archiving. A procedure that could duplicate itself several times according to the numbers of signatures needed to seal the contract.

### **The Solution**

SIGNificant Flow, a web-based application, was introduced to OAC allowing easy creation and control of organizational signature flows. Upon receiving the signed contract from the lecturer by fax, it is uploaded to the SIGNificant system and electronically disseminated internally for signing. Budget approvals are biometrically authenticated by the system in order to secure the process. Upon completion of the full signing flow, the contract which is now digitally signed and sealed, is sent via email, to the lecturer and then sent to digital archiving.

By eliminating document printing, scanning and handling, SIGNificant transformed the recruiting process of lecturers into a time-efficient and environmentally friendly one.

### **Benefits**

- Significant cost savings compared to paper based archiving through:
  - Elimination of paper usage, scanning, indexing
  - Reduced processing times
  - Increased efficiency of working staff
- Quicker document handling
- Improves college's progressed image
- Immediate access by head office to signed contracts – transparent tracking
- Fast and complete integration
- Requires no changes to signing habits – the hand signature remains the same
- The solution is intuitive and requires minimal training of sales staff
- Quick and proven ROI

### **Technology**

WonderNet's SIGNificant is a Web-based application that enables signing contracts and documents using a digital pen and tablet. By eliminating pen-and-paper signatures, SIGNificant transforms any company into a time-efficient and environmentally friendly place. SIGNificant deploys Penflow™ technology over the company's infrastructure, enabling users to sign documents on any machine connected to the company's network: employees can sign reports on their office computers, field agents can sign contracts by remotely connecting their laptops to the company network, and customers can sign sales agreements from any connected point of sale (POS). In fact, users can remotely sign corporate documentation from anywhere, even from another country, by simply connecting to the company's network. If desired, SIGNificant can authenticate the signature biometrically, by checking the signature against the signer's enrolled signature in the Penflow server.