



SalesITV Reports Time & Money Savings with DocuSign for Salesforce

Summary

- Eliminated faxing, scanning, and printing from signing processes
- Reduced transaction-based spending and saved up to \$15,000 within the first two months of DocuSign deployment
- Cut document processing time by up to 5 hours
- Reduced document errors by 98%

SalesITV knows how to sculpt an A1 sales team. Based near Sydney, Australia, SalesITV has been providing solutions that optimize and drive success to sales teams across the globe since 2007. By harnessing a multiplex toolkit of telecom coaching, team training days, and an extensive library of customer service and sales training videos, SalesITV leads the way in strengthening sales teams and instilling team leaders with the skills needed to foster growth and productivity.

Challenge

Before implementing DocuSign, SalesITV scanned and faxed paper copies of contracts, NDAs, employment paperwork, and all other documents requiring signatures. The process was designed to have documents faxed or scanned a single time; however, it wasn't that simple. If contracts required emendation, then documents volleyed back and forth.

Headaches multiplied when documents needed several signatories or when a signing process required witness authentication.

According to Marco Favoloro, head of learning and customer experience and success at SalesITV, "Any changes made to the documents were made manually and contracts had to be re-sent -- sometimes a third and fourth time. Our process for preparing, executing and signing documents was cumbersome, time consuming and broken before we selected DocuSign as our Digital Transaction Management solution."

"How did we ever function before DocuSign? It is simply amazing!"

Dean Mannix, SalesITV co-founder

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Marco Favoloro, head of learning and customer experience and success

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Marco Favoloro

Solution

SalesITV opted to keep business digital with DocuSign for Salesforce. SalesITV selected DocuSign's Digital Transaction Management (DTM) platform for its ease-of-use, competitive pricing, and integration with the leading CRM provider, Salesforce.com. SalesITV has successfully deployed DocuSign across departments quickly and easily.

Results

"Through its seamless integration with Salesforce, DocuSign enabled SalesITV to sign and send contracts



easily and electronically: "We no longer had to print, scan, email, wait or follow up on documents," says Favoloro. "DocuSign gives us instant email updates, noting the progress of our contract including where it is in the signing process."

In addition to eliminating paper-based processes, SalesITV experienced a fast monetary return. Based on a \$10-\$15 cost reduction per document, SalesITV calculates a savings of between \$5,000 and \$15,000 within two months of implementing DocuSign. "How did we ever function before DocuSign? It is simply amazing!" said Dean Mannix, SalesITV co-founder.

SalesITV also reports a staggering 98 percent decrease in document errors. Coupled with the retirement of paper-based processes, this error reduction translates into an enormous time savings. "By using DocuSign for our DTM needs, we cut as many as five hours from our transaction processes. We love DocuSign, the results are instantaneous," said Mannix.

As a company that has grown up in the wake of the smartphone-tablet boom, SalesITV also appreciates the mobile workflow enabled by DocuSign for Mobile: "The ability to send and electronically sign contracts via our phones excites us," said Favoloro. "To connect, deliver and sign documents with our clients and prospects anytime and anywhere, even on the go, is an essential in today's fast-paced world."

To learn more about the SalesITV Solution, visit <http://www.salesitv.com/>

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The Global Standard for Digital Transaction Management™

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About DocuSign

DocuSign® is the Global Standard for Digital Transaction Management™. DocuSign accelerates transactions to increase speed to results, reduce costs, and delight customers with the easiest, fastest, most secure global network for sending, signing, tracking, and storing documents in the cloud.

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