

Case Study

brownorange

Learn how Brown Orange Solutions optimizes its operations and business processes by using ZorroSign eSignature and Workflow automation.

Company Profile

- **Industry:** Management Consulting
- **Staff:** 17+
- **Doc Sets Used/Year:** 2000
- brownorangesolutions.com

Challenges

- **Strategy:** Operational efficiency
- **Goals:** Save time, reduce cost, close deals faster
- **Focus:** eSignature & workflow automation

Solution

- **Templates and Workflows configured:** 35
- **Ad hoc docs signed:** 100/Month
- **Use of 4n6 Token:** 4n6 Token used for authentication

Business Overview

Brown Orange offers innovative strategies in management consulting to public and private companies in the areas of Education, Information Technology, Hospitality, Retail and Finance. The company also works directly with new business startups in the UAE.

Brown Orange consultants use their extensive knowledge and global experience to create momentum and excitement within each clients' organization by helping put in place the right processes and implement the latest technology which helps optimize operations while reducing cost.

Challenges

As their business grew rapidly, Brown Orange realized an opportunity to operate faster and more efficiently. There was a need to close deals faster, execute weekly updates on time, process time sheets, and complete operational logistics quickly. In addition, Brown Orange prides itself in always using cutting edge technology to serve its clients with. In their role as advisors, consultants frequently recommend their clients implement the same cutting edge tools.

Partners travel frequently getting large number of approvals and contracts executed and getting this done on a timely basis was a challenge. At times, it would take days waiting for documents to be printed, signed and sent back via email since accessing full service business centers were not always possible when traveling.

Brown Orange was looking for an advanced solution that could streamline business processes, execute document based based transactions faster and save costs not only for them but their clients as well.

Solution

Brown Orange Solutions evaluated three different digital transaction management solutions before choosing ZorroSign. ZorroSign is a complete DTM solution and it met all the requirements for the company and those of it's clients. Internally Brown Orange Solutions implemented ZorroSign eSignature, templates, workflows, and Document 4n6 (Forensics) Token to manage all of its legal documents. It then extended its use to managing timesheets and expense reports as well as HR processes such as new hire packets and compliance and consent forms.

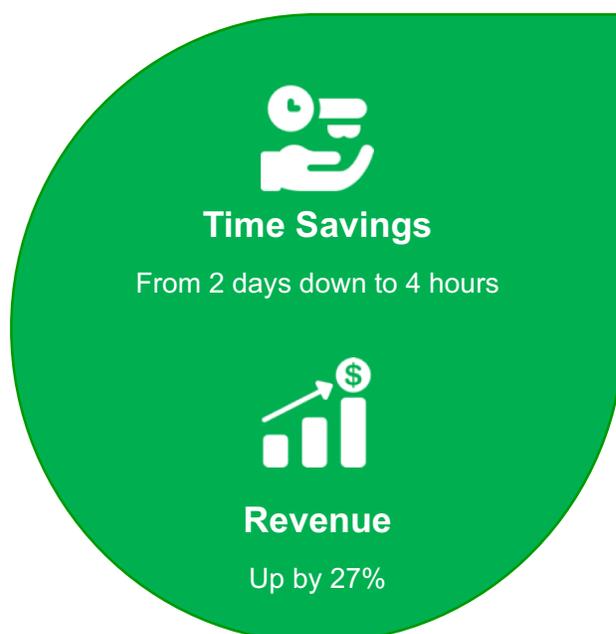
Externally, Brown Orange recommended and helped implement ZorroSign for a number of their clients. They also showcased their use of the product and started sharing best practices.

“I can not imagine going back to the old processes that the company used to follow. We have become extremely dependent on ZorroSign and for the right reasons. It is very easy to use and does not require any training per say. We have had significant cost savings in the company which made the partners very happy with the purchase. It is very efficient and knowing which person the document is with at any time makes it easier to follow up. Processes that would normally take days are now sometimes taking minutes.”

- Mr. Amjad Deibis, CFO, Brown Orange Solutions.

Result

Within two months, Brown Orange was able to successfully optimize its operations and saw similar results among its clients as well. The cost per license is affordable and the overall cost of owning and operating ZorroSign exceeded its ROI expectations. Working with the partners and international clients also became more efficient and cost effective. The digital transformation proved to impress the clients as well. They became advocates of the solution and recommended several new clients to the company.





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About ZorroSign

In the mid-90s, one of the ZorroSign co-founders developed an innovation that addressed a pain point for companies across the globe – electronic signature. This solution is used in most POS systems even today by government agencies and companies such as DMV, USPS, UPS, and a number of Federated Department Stores like Macy’s, and American Express. The electronic signature also served as a key technology component when President Bill Clinton signed the *Electronic Signatures in Global and National Commerce Act*, also known as the “Millennium Digital Commerce Act” or the “E-SIGN Bill” on June 30, 2000. The same inventor then went on to create the next generation electronic signature called the Document 4n6 (Forensics) Token, a Document DNA based token technology that uses Blockchain technology.

In 2015, ZorroSign was born to use this enhanced electronic signature technology to create a unified platform of complete advanced Digital Transaction Management (DTM) solution. The idea is to provide a highly secure, flexible, seamless, and robust solution to support end-to-end flow of document signature ceremonies for any situation, any industry, any department – for signatories located anywhere and using any device.

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