

## Case Study



Learn how an international nonprofit organization streamlines its operations for vendor contracts and payment approvals using ZorroSign eSignature and Workflow.

### Company Profile

- **Industry:** Nonprofit
- **Staff:** 30 (Volunteers 400+)
- **Doc Sets Used/Year:** 5,000+

### Challenges

- **Strategy:** Reduce cost and streamline operations
- **Goals:** Manage vendor contracts and payments by 400+ volunteers.
- **Focus:** Eliminate errors in processing contracts and payment processing.

### Solution

- **Templates/workflows configured:** 45
- **Ad hoc docs signed:** 400/Month
- **Use of 4n6 Token:** Every document

### Business Overview

Our subject for this case study is an international nonprofit organization that engages in education and fundraising activities that impacts tens of millions of people in over 30 countries every year. The organization raises funds that help develop sustainable programs in the areas of health, education, and infrastructure in the most marginalized areas of the world.

The organization makes long-term investments, from early childhood education to infrastructure. It builds hospitals and schools. It works with people to serve their community and build their local economy.

### Challenges

Client privacy and transacting escrows in a safe and secure manner is the primary concern of the organization. It has to constantly ensure that its processes are current while never compromising the organization or its clients.

To stay competitive the organization always tries to increase its offering, reduce cost and speed up processes. It also wants to make its large and distributed volunteer base efficient, compliant, and prompt. These challenges are faced on a daily basis and technology is one area that management feels can be a game changer. Every dollar less spent on nonprofit operations is a dollar spent on actual programs.

## Solution

The organization selected ZorroSign as its electronic signature and Digital Transaction Management vendor because ZorroSign exceeded the client's privacy and security requirements. It also provided a systematic archiving of contracts. As a nonprofit, cost savings both in funds paid to vendors and potential cost savings from adopting new technology was a key driver in their decision not only to adopt the DTM and eSignature solution but also to develop a working relationship with ZorroSign. ZorroSign is used to manage vendor contracts, payments, volunteer and new employee on-boarding, and yearly donor letters using Bulk Send. An added benefit for the organization is that ZorroSign is a true multinational corporation, in that there are subject matter experts all over the world and understand the intricacy of doing business in different countries. This was very important, as they operate in over 30 countries worldwide.

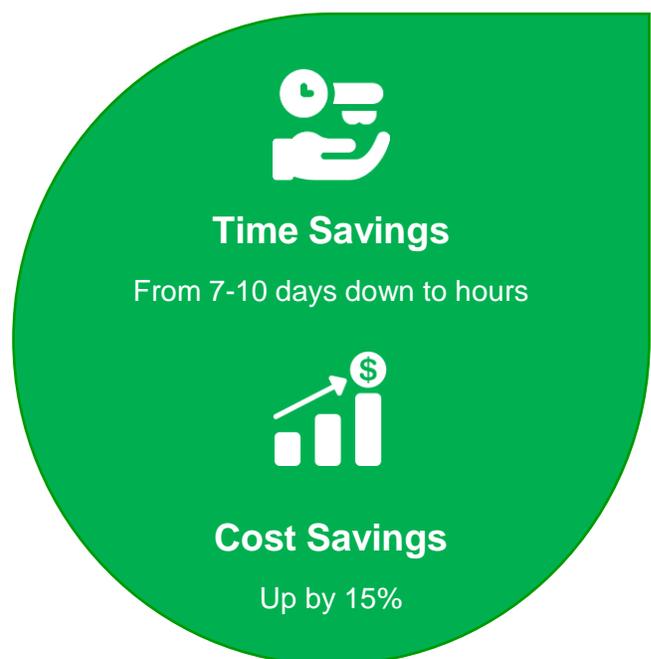
***“The organization brings together human, financial and technical resources to address some of the biggest challenges faced by the poorest and most marginalized communities in the world. Using technology to lower cost and increase efficiency ultimately allows us to help more people. ZorroSign’s technology solutions help us achieve this mission and continue to focus on our six areas of interest: Agriculture and Food Security; Economic Inclusion; Education; Early Childhood Development; Health and Nutrition; and Civil Society.”***

- Anonymous, International nonprofit organization

## Result

Customer adoption of ZorroSign was frictionless and fast given the cutting edge and highly secure technology. Within 60 days of implementation, the organization optimized its payment process and contract execution process. This allowed a decrease in contract and payment cost savings by 15%. They can now seamlessly update the vendor when check/payment is made or mailed and templates can be edited with ease, speed and convenience.

Possibly the largest impact of ZorroSign was the adoption of ZorroSign's 4n6 (Forensics) Token technology, adding an extra layer of security, legal protection and legitimacy to all contracts and documents.



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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 crypto tokenization that uses the Blockchain technology.

In 2015, ZorroSign was born to use these enhanced electronic signature technologies to create a unified platform of complete advanced Digital Transaction Management (DTM) solution including document fraud and tampering detection. 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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