



# Stop the Paper Chase

with Electronic Contract Solutions

# Introduction

With the onslaught of litigations, government regulations, and competitive forces, how a company chooses to close their contracts can mean the difference between whether or not the contract is legal and binding. In order to guarantee that the contract execution solution you choose meets today's tough demands, it's necessary to consider the features and benefits that each solution offers. To judge effectively and fairly, consider the following five features when selecting your solution. These key features must be present and proven to ensure your contractual success.

## 1 Rapid Deployment

Custom enterprise applications typically take months to develop and deploy while tying up valuable resources and postponing the promise of online contract closure. Web-based solutions leverage the software-as-a-service (SAAS) or CLOUD model, which allows for a quicker return on investment because implementation requires fewer resources in terms of personnel, hardware and software investment, and internal IT support. With no software to install and manage your solution can be completed, and you can be closing contracts in days or weeks.

## 2 Role Enforcement

Increased government regulation has created a challenge for today's businesses. Many contracts require sensitive customer information regulated by privacy acts such as HIPAA or Graham Leach Bliley. These same contracts typically pass through multiple hands as part of a required closing process that may risk violating the same government regulations. An effective solution requires that sensitive personal information remain protected or hidden. Some e-contracts allow for this level of modification and enforcement by requiring a unique login of each user based on roles and responsibilities ensuring contract compliance.

## 3 Seamless Integration

Contracts existing in digital form are naturally more transportable than paper-based contracts, eliminating the need for data reentry. However, certain digital file formats are not as easy to transfer into legacy systems. An up-to-date online contract solution should allow for the exporting of data in a flexible format such as XML for easy integration into virtually any type of existing customer system.

<b>Speed</b>	Reduce cycle time by up to 90%
<b>Accuracy</b>	Eliminate the "rework" for missed signatures, initials & data
<b>Control</b>	Protect sensitive data Track contract status

## 4 Accurate Information

There is more to a contract than a signature. There are only a select few on-demand contract solutions that ensure you have all the key information in addition to essential signatures. It is important to qualify the quality of your e-contract solution by looking for a solution that enforces accurate information.

## 5 Flexible & Adaptable

If an on-demand contract solution is not designed to adapt to your internal process and systems, then you will be forced to adapt your processes and systems to fit it. The service you choose only improves productivity, increases revenues, and reduces customer frustrations when it guides the transaction through each step of your own contract process.

### Solution: ContractPal

ContractPal delivers all five of the above features, infusing speed, accuracy and control into your contract process. With a ContractPal solution you can reduce your paper-based processes by as much as 90 percent. In short, ContractPal's on-demand contract solutions allow you to focus on your customers, not your contracts.

