

KCF Technologies: Transforming Paperwork with signNow's SaaS eSignature Solution



The Challenge

KCF Technologies was looking for an eSignature solution in AWS Marketplace to digitize their paper-based processes and streamline document workflows for their sales department. A paper-based process leads to slow document turnaround times, contract errors and missing fields, limited visibility into signing status, recurring costs for supplies and shipping, and increased security and compliance risk when storing and maintaining physical paperwork.

KCF needed a solution with single sign-on (SSO) capabilities as well as integration options – specifically to integrate with NetSuite. It was important to have flexibility in sends that would cover the many documents and sales contracts they send each month. KCF considered a few solutions but wanted affordable pricing and a user-friendly interface that would improve their workflows and the signing experience – which led them to signNow by airSlate.

signNow by airSlate Solution

signNow is a legally-binding eSignature solution that simplifies the signing and management of documents online – helping departments go paperless and making teams more productive. It keeps business moving forward by automating even the most complex paper processes.

Automate sales paperwork and boost productivity

With signNow, sales teams can digitize their paperwork to get contracts turned around quicker and deals closed faster. Users can:

- Drag and drop fillable fields to collect the type of data they need, where they need it.
- Create an unlimited number of reusable templates for their commonly used documents.
- Brand and customize their documents and signature invite requests.
- Invite multiple signers and even set role-based signing orders for automated routing.
- Send invites out via email, signing link, or bulk invite.
- Automatically store completed documents in the cloud storage service of choice.

Sales reps can spend more time closing deals and less time managing paperwork.

Improve customer satisfaction with consistent signing experience

signNow users report a 127% average increase in customer satisfaction scores due to its award-winning user interface. Signers can access the document without a signNow login and will have automated signing guidance, so no field goes missed.

Rest assured with industry-leading security and compliance

signNow keeps data secure with advanced features like encryption at all times, password protected documents, and multi-factor authentication capabilities. signNow meets industry-leading compliance certificate requirements such as HIPAA, SOC2, GDPR, and more. Further, every completed document comes with a court-admissible Audit Trail that tracks all changes that occurred, where they occurred, and by whom.

About KCF Technologies



KCF Technologies is transforming Industry and American manufacturing with their innovative technology solutions.

They create sustainable solutions and develop technology and services that empower industrial businesses to improve and optimize their operations and performance.

Their vision is a world where their customers have no injuries, no waste, and no asset failures.



Results & Benefits

KCF Technologies selected signNow as their vendor of choice for its high utilization, affordable pricing, integration capabilities, presence in AWS Marketplace presence, and Private Pricing Agreement (PPA) retirement.

KCF Technologies worked with their AWS Account Manager, Tyler Morten, and the signNow Sales team and were pleased with **signNow's quick deployment and onboarding**. From the first signNow demo to provisioning in AWS Marketplace, KFC was up and running in just 7-days. signNow's documentation was easy to follow and outlined exactly what was needed to meet KCF's single sign-on and NetSuite integration needs.

Flexibility in sends and pricing was also important to KCF. signNow is 25% less than competitors and offers 1,200 sends per user per year – that's nearly 12x more sends than leading competitors. KCF was able to save money up front, as well as enjoy increased flexibility in sending out documents.

signNow empowered KCF's sales team to easily create new contracts, send and sign forms, share documents and templates amongst the team, and conduct business from their laptops or mobile device — even while offline. KCF Technologies has **simplified the signing and management of sales documents and sped up signature cycles with signNow**.

[Of the top eSignatures of 2022](#), **signNow is the only eSignature offering in AWS Marketplace**, which made purchasing quick and easy as there was no need to set up a new vendor agreement or negotiate terms. Best yet, signNow is fully built and deployed on AWS, leveraging services such as EC2, ECS RDS, Dynamo, S3, AWS Backup, Elastic Cache, WAF and more; so KCF felt confident with signNow's uptime availability and security standards.

About signNow by airSlate

airSlate offers a portfolio of no-code solutions to digitally transform fundamental business processes that are at the heart of business-critical functions. Simplifying business activities like employee onboarding, sales processes, or insurance claims with airSlate's no-code solutions empowers individuals, teams, and organizations with intelligent automation and digitization. We believe setting up business processes shouldn't be expensive or difficult.

signNow is an award-winning eSignature solution designed to simplify the signing and managing of documents online. More than 28 million people are already using signNow to speed up document flows and reduce paperwork. signNow regularly wins awards for its ease of use, quick setup, and intuitive interface.

signNow
by airSlate