



## Going green with eSignature: How signNow for NetSuite empowers a renewable energy reseller to be more efficient and go paperless

### Company overview:

**ane.energy** is a reseller of renewable energy that works primarily with wind parks as well as solar energy suppliers and biogas producers. The company has three offices across Germany and is one of the largest independent marketers of renewable energies with an installed and aggregated capacity of 8,000 MW. ane.energy serves as a reselling intermediary between renewable energy producers and large industrial/ energy companies. They provide various services to market renewable energies from direct marketing, energy trading, and Power-Purchase-Agreements to renewable energy supply for key accounts. Their virtual powerplant is the digital platform that synchronizes energy supply and demand in real-time.

**Other fields of operations:** Listed at the European Power Exchange to provide direct market access to customers and data service provisioning for the renewables sector.

**Company site:** [www.ane.energy](http://www.ane.energy)

As an active participant in the German renewable energy market, ane.energy is constantly pursuing green initiatives for their own processes — a paperless office being one of them. While the company had already begun their digital transformation journey by implementing NetSuite as their ERP system, their billing and invoicing processes were still paper-based, which cost ane.energy in both paper supplies and time.

As a first step towards going paperless, ane.energy implemented the signNow integration for NetSuite for their billing and invoicing processes. When the pandemic forced the transition to work-from-home, ane.energy quickly realized they needed to expand their use of signNow in order to keep business moving forward. signNow, as a cloud-based tool, enables the company to access, review and sign documents from everywhere, no matter whether employees work at home, while travelling, or in one of the three office locations. Now, ane.energy uses signNow for several document use cases, including both internal and external-facing forms and contracts. In an effort to drive efficiency while going paperless, ane.energy continues to explore ways to implement signNow across their entire NetSuite ecosystem, including CRM.



“We have already been talking to other service providers about the possibilities of eSigning with signNow. The best part is that eSigned documents are automatically returned to our ERP records, so we don’t have to check the status manually. The second-best thing is that signNow makes sure there is not a single missed signature.”

**Oliver Ziegler,**  
Head of Finance and Controlling





## Challenges before signNow for NetSuite:

- ✗ **Slow and inefficient document processing.** Authorizing bills and invoices was a manual process that took up to two weeks. In addition to that, documents were often returned with missing signatures and errors which further delayed document cycles.
- ✗ **Lack of automated record updates.** Paper-based documents had to be physically stored and/or scanned and uploaded to the ERP system for tracking, requiring manual data entry to keep ERP records up to date.
- ✗ **Inability to track document status in real-time.** The lack of visibility into signing status caused delays and missed deadlines in the authorization process; this also led to the inability to understand when and where complications were arising in the contract completion process.



## Solution: signNow for NetSuite

It was imperative to ane.energy that their eSignature solution seamlessly integrated into NetSuite. Once deployed, ane.energy Financial Accountants, Team Assistants and the Management Team quickly began using the signNow integration inside NetSuite to process bills and invoicing. The use of signNow for document workflows has since expanded, to include sales and service contracts with suppliers, various HR documents, and many more.

**With signNow for NetSuite, ane.energy has:**

- ✓ **Faster signature cycles.** With signNow, ane.energy can create unlimited reusable templates, send bills and invoices in an automated, role-based order, and set fillable fields as required so no signatures are missed.
- ✓ **Automated ERP record updates.** Every completed document is securely stored and automatically returned to the ERP record, ensuring records are up to date.
- ✓ **Improved visibility into real-time status.** With real-time status and automated record updates, ane.energy users were able to quickly identify when and where contract delays occurred; this ensured they could remedy complications in order to meet deadlines.



“In the last 12 months, we have seriously increased the number of documents that are run through signNow. That’s why signNow is so highly valued by our management. signNow has been a clear benefit to our business processes in the past months, particularly during the pandemic, which helped us to keep the document flow going while working in various locations. There is no open question about eSigning. If we need signatures — we use signNow,” says Ziegler.



## Results

signNow for NetSuite has not only quickened the signature cycle for ane.energy's internal and external documents, but the automated delivery of eSigned documents directly into NetSuite records also boosted productivity. By eliminating the need to manually monitor transactions and update records, signNow inside NetSuite saves ane.energy users 2-3 hours per work week.

**Some other key features signNow for NetSuite delivers to ane.energy users:**

- ✓ **Drag & drop tool:** Simplifies document preparation and customization
- ✓ **Address book:** Populates recently used emails/contacts
- ✓ **Unlimited signers:** Add as many signers and CC recipients as needed
- ✓ **Document & Template folders:** Organize folders for documents and reusable templates for each dedicated team
- ✓ **Document Groups:** Instantly send multiple documents for eSignature in one batch

**ane.energy** continues to work on maximizing the functionality of signNow inside their ERP system to completely automate document delivery and reduce document turnaround time.

"I believe we are still only using a small portion of what signNow has to offer, and there is much more to discover," **says Ziegler**. "On a final note, I would like to mention that the response time of signNow's Support Team is incredible! We usually use Live Chat with Support, and we get all the answers we need literally within minutes!" **sums up Oliver Ziegler, Head of Finance and Controlling at ane.energy.**

