

# ESIGNLIVE PROFESSIONAL SERVICES

## Business Value Assessment (BVA) Package

The eSignLive Professional Services Business Value Assessment (BVA) Package is available to customers requiring assistance for getting started with e-signatures. The goal of the assessment is to review your e-signature use cases, and provide an ROI calculation to help align your e-signature initiative with your corporate goals. Our team will review your current paper processes, architecture, integration with existing business applications, and provide you with an ROI calculation to justify the business value of enterprise-wide e-signature adoption.

### What the Business Value Assessment (BVA) Package Will Give You



#### Kickoff Call

Our PS Consultants will initiate a kickoff call with the stakeholders to communicate the activities in the assessment, review the necessary pre-requisites and required customer information - in preparation for the Discovery Workshop.



#### Discovery Workshop

PS Consultants will execute a workshop to capture information related to the target use case, which includes (but is not limited to) the current paper process, transaction volumes, related paper process costs, and the current technical state of readiness.



#### Executive Briefing

After analyzing the information captured from the Discovery Workshop, our PS Consultants will present their findings and recommendations to demonstrate the business value of implementing e-signatures in your organization. We will help you select the use cases that yield the highest ROI, and also equip you with a report that details hard and soft costs.

### Customer Pre-Requisites

The following information related to the existing paper processes needs to be captured for discussion in the Discovery Workshop. This information will drive the agenda for the Workshop, and is pre-requisite information for the assessment deliverables:

#### Use Case Identification

- Document(s) Name and Description & Samples
- Volumes per year and expected growth per year
- Business Process Diagrams (if available)

#### Cost Documentation

- Hard costs (paper costs, shipping costs, storage costs, shredding costs etc.)
- Transaction processing and turnaround time per transaction
- Compliance and Not in Good Order (NIGO) costs
- Revenue per transaction
- Conversion rates

#### Systems Integration & Implementation

- Existing integrated systems in use
- Integration dependencies
- System workflow

## BVA Participants

The following resources are typically involved in the Business Value Assessment (BVA):

### Business Participants

- Executive Sponsor (typically the Business Owner for the process to be digitized)
- Project Manager/Business Analyst
- Legal Representative\*

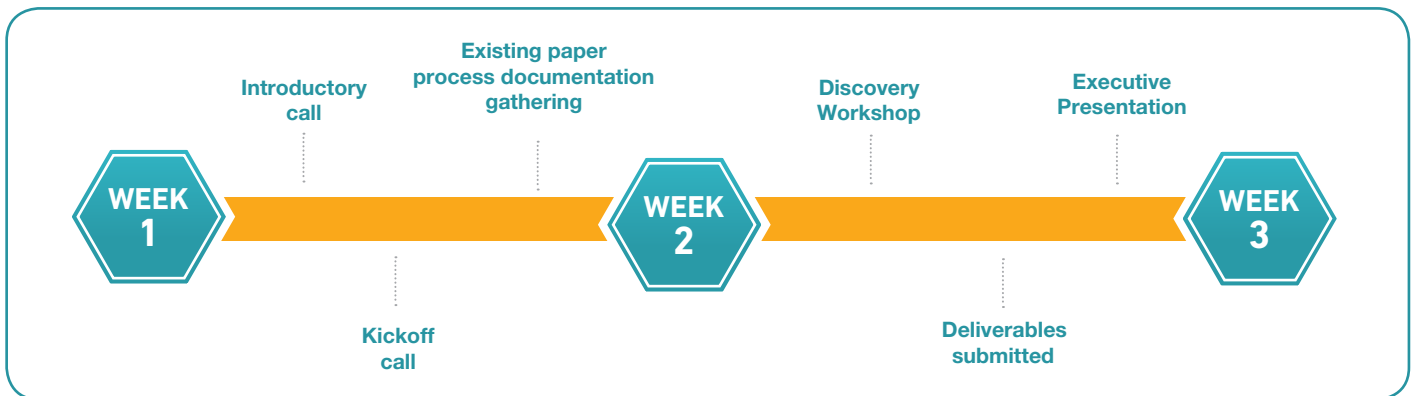
### Enterprise Technology Participants\*\*

- Project Manager
- Solution Architect
- Lead Systems Integrator

\* If necessary or required based on process being digitized

\*\* If the process being digitized is integrated or dependent on any other business IT systems

## BVA Timeline\*



\* This is an estimated timeline. The timeline may be shorter or longer depending on Use Case complexity and the necessary customer pre-requisite information that is captured.



For more information, contact a representative at

**1-888-745-2647**

or visit the eSignLive website today.

**FREE TRIAL**

### About eSignLive™ by VASCO

eSignLive™ is the electronic signature solution behind some of the world's most trusted brands. Regulated industries and top analyst firms recognize eSignLive products and services for their ability to balance the highest levels of security and compliance with ease-of-use while automating any process – from the simplest, internal signing workflow to the most complex, customer-facing transactions. Available in the cloud and on-premises, the eSignLive solution offers a scalable platform to support an organization's digital transformation strategy across the enterprise – today and tomorrow.

eSignLive is the trade name of Silanis Technology Inc., a VASCO group company. VASCO Data Security International Inc., a global leader in authentication, electronic signatures, and identity management, enables more than 10,000 customers in 100 countries to secure access, manage identities, verify transactions and protect assets across financial, enterprise, e-commerce, government and healthcare markets. Learn more at [www.esignlive.com](http://www.esignlive.com)