

OEM & ISV eSignature partner program

Why an eSignature partner makes a difference

Today's technology market is saturated with software providers. Many software developers acquired smaller players or embarked on new partnerships to add missing features. This makes it increasingly challenging to differentiate offerings. To make their offerings more attractive and reduce costs, many OEM vendors switch from homegrown digital agreement solutions or from one vendor to another to embed best-in-breed technologies.

About OneSpan Sign

OneSpan Sign is a reputable leader in the eSignature industry with more than three decades of expertise. Unlike expensive competitive eSignature solutions that often provide poor user experience, low adoption, and inadequate support—or homegrown alternatives that fall short on scalability and compliance—OneSpan Sign offers a superior alternative.

With OneSpan Sign, OEMs and ISVs (independent software vendors) can:

- **Deliver higher ROI** with a cost-efficient solution that offers transparent and flexible pricing. Comprehensive features such as SSO, signing groups, account management, and drop-down form fields are included at no extra cost.
- **Gain a competitive edge** with embedded top-notch eSignature technology.
- **Elevate the customer experience** with a fully white-labeled eSignature experience that helps drive higher completion rates and protect against phishing scams.
- **Accelerate time-to-value** with a robust API structure, SDKs, and low-code/no-code integrations.
- **Mitigate compliance issues** and enhance security with an industry leader trusted by 60% of the top 100 banks in the world.
- **Access dedicated, responsive customer service**, sales engineering, and technical resources.
- **Manage multiple accounts** with data segregation and roles and permissions bound to specific partitions.

OEM vendors across various industries trust OneSpan Sign to automate signing workflows, enhance customer experience, enable compliance, and cut costs. OneSpan Sign is built on deep expertise in digitizing simple to complex workflows in financial services, insurance, government, and other regulated markets.

OneSpan has established a strong culture of partnering with third-party organizations, offering reliable technology and trusted expertise. We provide a global platform with 99.9% availability and reliability you can depend on.

We enhance software products and services with our embeddable eSignature platform. Solution components include full-featured eSigning capabilities, including identity verification, a broad range of authentication options, modern low-code/no-code integrations, a robust API, and remote and in-person notary.



Highlights

- OneSpan Sign is the preferred eSignature solution for OEM vendors. We offer a cost-effective, scalable, and compliant electronic signature solution that improves user experience and maximizes return on investment.
- Our robust API structure facilitates rapid deployment and our dedicated support team is always available to assist you and your customers 24/7 with high-quality support services, including accelerated service level commitments.
- Choose OneSpan Sign to elevate your eSignature capabilities and deliver exceptional value to your customers.

Why partner with OneSpan

1. Drive higher ROI and unlock additional revenue streams

Partnering with OneSpan allows you to obtain greater value at a more favorable price point and enhances cost predictability. We offer transparent and flexible pricing, with comprehensive features included at no extra cost and no hidden fees or surprise price hikes at contract renewal.

Incorporating enterprise-level eSignature technology does more than add a new revenue stream to your platform. Whether you're replacing a non-scalable or non-compliant homegrown solution or switching from an expensive, ineffective, or transactional vendor, partnering with OneSpan will enable better monetization and elevate your competitiveness.

2. Elevate customer experience and adoption

OneSpan Sign is designed for a smooth and consistent online and in-person eSign experience, enabled by features ranging from co-browsing during a secure video conference to a completely white-labeled digital agreements workflow that helps create a trusted experience with high customer adoption and completion rates.

Go beyond the simple logo-swapping offered by most vendors. With OneSpan Sign, you can completely erase all traces of OneSpan's brand and put yours front and center. Customize the email content, communication templates, fonts, colors, logos, sender domain, and authentication security to reflect your brand, maintaining full control over the look-and-feel of your web application.

When we say your brand is front and center, we really mean it. Unlike some eSignature vendors, OneSpan Sign won't ask your customers to create accounts with us, and they won't be targeted with marketing or sales campaigns.

OEM spotlight

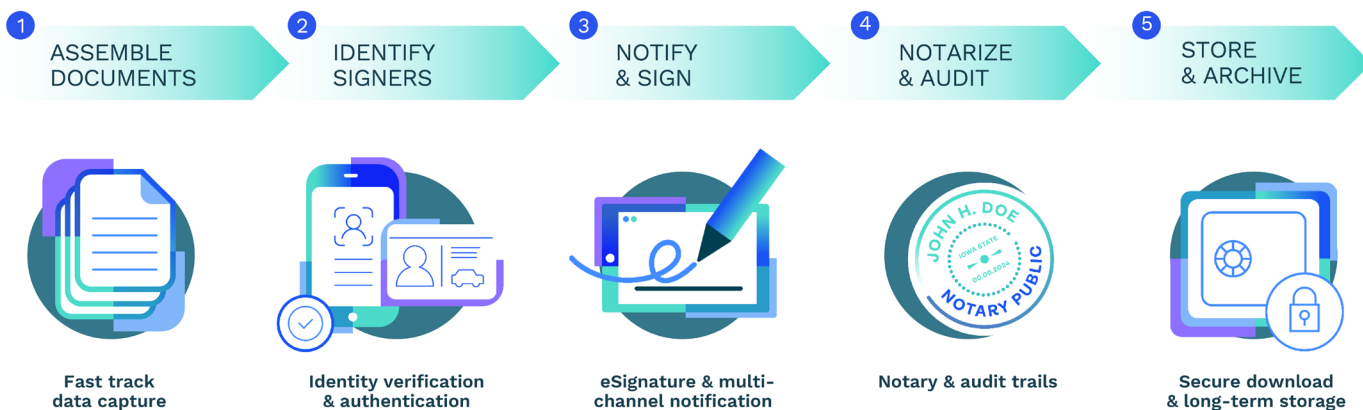
- One of the largest US companies for car dealership software saw an 80% increase in transaction consumption after switching to OneSpan Sign.
- One of the largest automotive services and technology providers achieved an 80% faster, compliant remote signing process after replacing its homegrown solution with OneSpan Sign.

Customer spotlight

After switching to a fully branded experience powered by OneSpan Sign, one insurer reported a 23% increase in applicant completion rates in the first 30 days.

[Read the case study](#)

By equipping your product or platform with OneSpan Sign technologies, you'll develop a strong partnership with a carrier-grade service that has been proven to increase customer satisfaction and reduce operational costs for hundreds of OEM partners.



ENTERPRISE-GRADE SCALABILITY & COMPLIANCE • GLOBAL DATACENTERS • API • SDKS • ANALYTICS • CONDITIONAL LOGIC & FIELDS



3. Easy to switch, easy to integrate

As the leader in secure and seamless eSignature workflows, we offer a developer-friendly open API that's easy to use, whether you're implementing OneSpan Sign for the first time or switching from an existing vendor or homegrown solution.

All features and functions are available through native REST interfaces. Our fully supported SDKs for Java, .NET, APEX, iOS, and Android provide the building blocks to create a modern mobile experience launched from your app or any browser-enabled device.

Modern low-code/no-code integrations to 1,000+ popular business applications will allow you to connect your customers across all of their processes. Our support for webhooks and asynchronous callbacks ensures real-time updates and smooth coordination across systems, enabling your workflows to react instantly to key events such as triggering downstream workflow steps once a document has been signed.

Your development team can also leverage our free sandbox environment to test and try new features. Interact with other developers via our Community Portal, which provides responsive and timely customer support.

Change management can be challenging, but with the right approach and support it doesn't have to be difficult. You can trust that your migration will be handled with expertise and care. If you're considering switching to OneSpan Sign from another eSignature vendor, such as DocuSign, Adobe Sign, or PandaDoc, our five-step guide will help you smoothly and effectively navigate the transition from planning through migration. Get the details in our migration methodology datasheet.

4. Superior capabilities accessible across all channels

Make your solution stickier and gain a competitive edge with embedded top-notch eSignature capabilities. Leverage a broad range of features to optimize the signing experience across online, mobile, in-person, and virtual channels. Enable multi-account management features such as multi-tenant data segregation for different customers, subsidiaries, and LOBs, as well as custom roles and permissions bound to specific partitions, allowing organizations to manage multiple OneSpan Sign accounts.

Additional features such as fast-track forms, bulk send, group sender, delegations, contract templates, layouts, and workflow rules can also streamline processes and eliminate any potential risk associated with document errors or missing signatures or data.

5. Enterprise security and compliance at the core

Designed for highly regulated industries such as financial services, insurance, and government, OneSpan places a strong emphasis on data protection and security.

Our certified eSignature solution is built on leading infrastructure services and is aligned with many stringent global requirements and compliance standards, including those shown here.

In addition, OneSpan Sign enables qualified and advanced signatures as well as superior tamper-proofing capabilities and a comprehensive embedded audit trail within the signed documents.

OEM spotlight

- Our team worked with an OEM specializing in loan origination software to migrate hundreds of use cases to support their client base of over 15,000 customers.
- A solution provider in the automotive industry grew market share 6% by improving the scalability of its business with OneSpan Sign.
- Our professional services team helped one enterprise customer in the automotive software industry migrate more than 650 templates from DocuSign.



Multi-channel delivery offers the flexibility to send notifications and reminders by email, SMS, and Slack. Intuitive dashboards and actionable insights enable account admins to analyze transaction performance.

6. OneSpan offers the best support and services

OneSpan is ranked #1 in customer satisfaction on G2 for quality of support. We are known for our white-glove treatment and focus on customer needs.

We offer scalable sales engineering and technical resources, such as professional services and support. This includes 24/7 support services, including accelerated service level commitments for initial response, multi-language, status updates, and incident resolution to facilitate your success.

In addition, our predefined project packages scale with your needs to help you maintain costs and avoid unexpected design problems and overages. And the [OneSpan Trust Center](#) gives you real-time updates about the operational health and scheduled maintenance of OneSpan Sign.

Customer spotlight

The US Department of Veterans Affairs (VA) uses OneSpan Sign to collect signatures for the approval process of Orders and Awards within the VA's Integrated Financial and Acquisition Management System (iFAMS) application. OneSpan Sign undergoes rigorous VA testing to ensure compliance.

Select OEM partners














Join our Community Portal

The OneSpan Community Portal offers guidance and best practices for using OneSpan Sign. Access sample code, forum discussions, API swagger pages, use case demo sites, how-to videos, demo videos, and an [AI-powered documentation portal](#) for easy access to information.

[OneSpan Community Portal](#) →

Interested in partnering with OneSpan?

Contact our expert team today to learn more about our OEM partner program and how you can partner with OneSpan.

[Partner with OneSpan](#) →

About OneSpan

OneSpan provides security, identity, electronic signature ("e-signature"), and digital workflow solutions that protect and facilitate digital transactions and agreements. The Company delivers products and services that automate and secure customer-facing and revenue-generating business processes for use cases ranging from simple transactions to workflows that are complex or require higher levels of security. Trusted by global blue-chip enterprises, including more than 60% of the world's largest 100 banks, OneSpan processes millions of digital agreements and billions of transactions in 100+ countries annually.

Learn more at
[OneSpan.com](#)

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