

E-SIGNATURES IN AUSTRALIA



ARE ELECTRONIC SIGNATURES LEGAL IN AUSTRALIA?

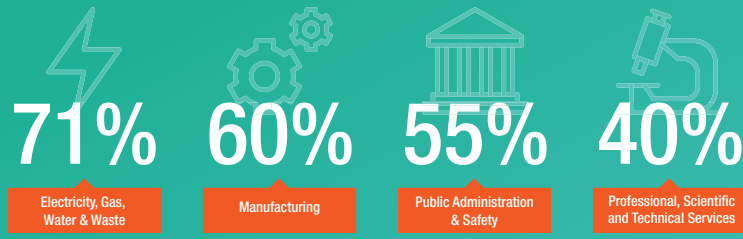
Yes!

In 1999, the Australian Parliament passed the Electronic Transactions Act, which gives electronic signatures the same legal status as handwritten signatures.

A recent survey of 80 Australian organisations found who is leading the e-signature charge and who is falling behind¹:

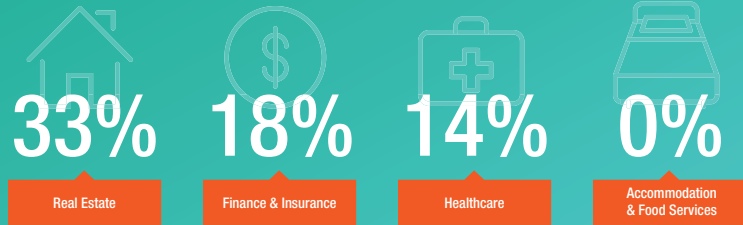


TOP AUSTRALIAN USERS:

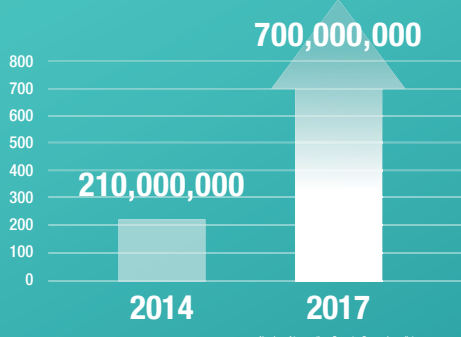


Survey of 80 customer organisations by Axiient: Experts in digital automation of documents and forms

ROOM FOR IMPROVEMENT:



USER ADOPTION IS ON THE RISE WORLDWIDE



MORE THAN **50%** OF AUSTRALIAN MILLENNIALS (18-34) PREFER TO E-SIGN DOCUMENTS

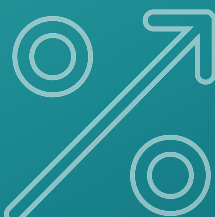
WHY AUSSIE ORGANISATIONS CHOOSE E-SIGNATURES:

Customer demand is the key factor influencing electronic signature adoption.

56% Customers expect end-to-end digital transactions

31% Desire to remain competitive

24% Mobile device use on the rise



ELECTRONIC SIGNATURES: THE KEY TO SUCCESS?

A study has identified a link between electronic signatures and improved sales performance³. High performing organisations are twice as likely as under-performers to use electronic signatures.

DATA RESIDENCY

54% Percentage of survey respondents concerned about in-country data residency.⁴

2016 Galaxy Research poll

ESIGNLIVE IS HOSTED IN-COUNTRY TO FULFILL DATA RESIDENCY REQUIREMENTS.



BENEFITS FOR BUSINESS

BOOST REVENUE
Electronic signature adopters experience year-on-year annual revenue growth of 9.9% – almost 3% higher than organisations that don't use electronic signatures⁵.

SELL FASTER
Organizations that use electronic signatures close 17% more deals than non-adopters. They also shorten their sales cycle by 0.7% year-on-year⁶.

IMPROVE CUSTOMER RETENTION
Customer retention increases by 6.4% annually for organizations using electronic signatures, compared to a -1.3% drop for non-adopters⁷.

SAVE TIME AND MONEY
Electronic signatures slash paper and printing expenses. They also reduce the time and cost associated with travelling to meetings for in-person signing.