



CONNECT TO DOCUSIGN

HP Workpath App Battle Card

POWERED BY  IN TIME TEC

TIME IS MONEY. SAVE TIME BY ACCESSING SOFTWARE SOLUTIONS DIRECTLY FROM YOUR MFP.



MARKETPLACE CONDITIONS

- Business applications are moving to the cloud
- Multifunction devices are becoming more intelligent and extensible
- Additional endpoints to cloud connectivity are simplifying workflows and increasing productivity



TARGET CUSTOMERS, MARKETS, OPPORTUNITIES

- Users of DocuSign, ranging across a wide variety of departments such as HR, legal, procurement, and finance
- Worldwide SMB and enterprise markets



KEY PRODUCT FEATURES

- Scan and save instantly or add recipients and send
- Utilize contacts stored in your DocuSign address book
- Drag and drop key fields (for signature, initials, locations, etc.) on your document and save as a draft or send to recipients
- Designate signing order of recipients
- Use a predefined template to scan and save or send
- Preview all the fields and information before sending
- Print straight from your DocuSign account

COMPETITOR ANALYSIS

The alternative is the multi-step process outlined below:

1. Scan document(s) and send to email
2. Move attachment(s) to the appropriate folder
3. Upload scanned document(s) to DocuSign
4. Edit the document(s) and add signature info
5. Send the prepared document(s) for signature

Competitor Analysis - Manual process with web and mobile applications

CUSTOMER & SEGMENT SPECIFIC PROPOSITIONS

1. Simplify workflows for your DocuSign users by allowing them to execute key tasks directly from HP MFPs
2. Scan to and print from your DocuSign account with ease - no computer or mobile device required
3. Simple steps at the control panel avoid tasks back at your desk
4. Take full advantage of the capabilities of HP MFPs

GOLDEN
questions

There is a 14-day free trial...what would stop you from giving it a try?

What are you struggling to accomplish that having extra time and bandwidth would help you to focus on?



BENEFITS

Time Savings

- Scan, send, and print documents with digital workflows that save significant time over traditional MFP workflows
- Recaptures valuable time and energy by removing the need to migrate back and forth between your HP MFP and desk to access, scan, and send documents
- For a 4-5 page document, you can save 50% of the time previously required to scan and send documents in DocuSign

Security/Privacy & Accuracy

- All transactions with scanned documents take place within DocuSign
- Removes the insecurity of keeping scanned documents in email inboxes or deleted items
- No need to store documents on a laptop or desktop
- Removes several steps and the potential for human error during those steps



OBJECTION MANAGEMENT

The cost per device seems high?

- The app only needs to be installed on select devices where DocuSign users are located
- The time saved more than covers the cost of the app

ADDITIONAL INFORMATION

For more information visit the links below

- Access Marketing videos and more at <https://intimetec.com/connect-to-docusign>
- For Demo videos visit <https://info.intimetec.com/workpath-apps-demo-library-hp#other-apps>
- See a list of compatible devices visit <https://www8.hp.com/us/en/solutions/business-solutions/workpath.html>

Still have more questions? Email us at: workpathapps-support@intimetec.com

PERSONAL NOTES:
