

Part 2 – E-Signatures—The Vendor Angle

Interest in and discussion of electronic signature functionality is on the rise. Greater producer and customer mobility, technology-driven geographic agency market expansion, the quest for efficiency gains and, of course, increased customer expectations are fueling increased attention.

We're clearly making headway in the adoption of e-signatures. Carriers are getting on board. Agents and brokers are implementing tools from third-party vendors. And agency management system providers are integrating e-signature capabilities.



Here are integrations we're aware of:

- Xanatek has partnered with [InsureSign](#) to offer [XanaSign](#), an e-signature functionality that allows its software users to serve their customers anywhere, anytime.
- Vertafore penned a [deal](#) to make [DocuSign's](#) e-signature solution widely available from within its Vertafore Agency Platform, AMS360 Online and, later this year, Sagitta suite of products.
- Strategic Insurance Software (SIS) offers [Outlook integration](#) with RPost in its management system, and offers [information](#) on its website about e-signature providers DocuSign and [Silanis](#).
- QQ Solutions, as part of their "making life easier" philosophy for its customers, has partnered with e-signature provider InsureSign for QQCatalyst, QQ's cloud-based system allowing for an easier and more accelerated workflow.
- North American Software Associates (NASA) offers [integration](#) with [RPost](#) for both e-signature and encrypted e-mail within its Eclipse agency management system.
- [EZLynx eSignature](#) by [AssureSign](#) offers a safe and secure way to send electronic documents for signature directly from the EZLynx agency management system and rating engine.
- [Applied Systems](#) has teamed up with [RPost](#) to expand on the third-party vendor's e-mail delivery proof and encryption services and integrate e-signature functionality for users.

Obviously, new integrations are emerging frequently.

Agents and brokers should check with their management system vendors and also explore our information resources. For example, ACT member CSIO has put together an overview of [e-signatures](#) and a [dashboard](#) with info from vendors in its market, including Adobe [EchoSign](#), [Right Signature](#), [Sertifi](#), [Signority](#), e-SignLive by [Silanis](#), [TELUS Secure Contracts](#) and Xenex [SignatureMaster](#). Also, in a two-part [article](#), *Using Electronic Signatures in Your Agency*, Steve Anderson addresses e-signatures and shares [info](#) on vendors, including some mentioned above, as well as Adobe [EchoSign](#), [SIGNiX](#), [ContractPal](#), [GoPaperless Solutions](#), and [Right Signature](#). Big "I" agencies may want to explore special DocuSign member [pricing](#).

And when you're looking at possible solutions, consider using the [checklist](#) shared by [Real Time/Download Campaign](#) Co-Chair Joyce Sigler in a November 2013 *Rough Notes* magazine [article](#) on e-signatures.

Look for the final part of this series, focusing on agents, in the next couple of weeks. The first part of this series, which addressed carrier issues, can be found by clicking [here](#).