



signNow for ERPs and CRMs

Solution: signNow for NetSuite

Since Ane.energy was already using NetSuite, it was imperative to consider an eSigning solution that could offer a native integration for this ERP. Thus, signNow became the obvious option to consider and test. Billing & invoicing were the major pain points, thus both processes became the testing ground for eSigning at Ane.energy's offices.

When the pandemic forced the remote working conditions, Ane.energy quickly realized the need to quickly expand the use of signNow to other processes and operations to keep their business moving forward, even under the lockdown conditions. Thus, Ane.energy has also started using signNow for various other document workflows, both external and internal, such as sales and service contracts with suppliers, HR documents, and so on.

Today, Ane.energy is exploring the option of integrating signNow eSignatures with their CRM system.

"In the last 12 months, we have seriously increased the number of documents that are run through signNow. eSigning became particularly valued during the pandemic as signNow helped us to keep working from various locations. There is no open question about eSigning. If we need signatures — we use signNow," says Oliver Ziegler, Head of Finance and Controlling.

signNow key features for Ane.energy include:

- Drag and drop tool: to simplify document preparation
- Address book: to automate the process of sending emails
- Template folders: to organize reusable draft documents separately for each dedicated team
- Document Groups: to send multiple documents in one batch and receive them back much faster



Customer profile:

Ane.energy is a German-based reseller of renewable energy working primarily with wind parks, solar energy suppliers, and biogas producers. With three offices across Germany, Ane.energy provides various energy-trading services while its virtual power plant is a digital platform that synchronizes energy supply and demand in real time.

Challenges before switching to eSignatures:

- Manual billing and invoice processes were incredibly slow (up to two weeks) and inefficient
- Documents returned with missing signatures created additional workflow delays
- Physical storage and scanning of certain document types made automated record updates impossible (despite the fact that the company was already using NetSuite for ERP)
- Confusion and missed deadlines due to the inability to track documents' status in situations of multiparty signing



Benefits of signNow's integration for NetSuite:

- Faster signature cycles: Reusable templates have made new document preparation much faster while role-based eSigning invites with automated guidance through a document ensure not a single signature field is ever skipped.
- Automated ERP updates: every completed and eSigned document is securely stored in the ERP system.
- Improved visibility throughout an entire flow: real-time updates allow document senders to monitor every step of even the most complex eSigning processes and quickly identify the causes for delays.
- Time-saving for every single user of the signNow integration: by eliminating the need to manually update ERP records and monitor transactions, signNow saves Ane.energy users an average of 2-3 hours per each week.

"On a final note, I would like to mention that the response time of the signNow Support Team is incredible! We usually use the option of live chats instead of regular emails, and we get all answers literally within minutes!" - Oliver Ziegler.