

# signNow

E-signature solution  
for startups:

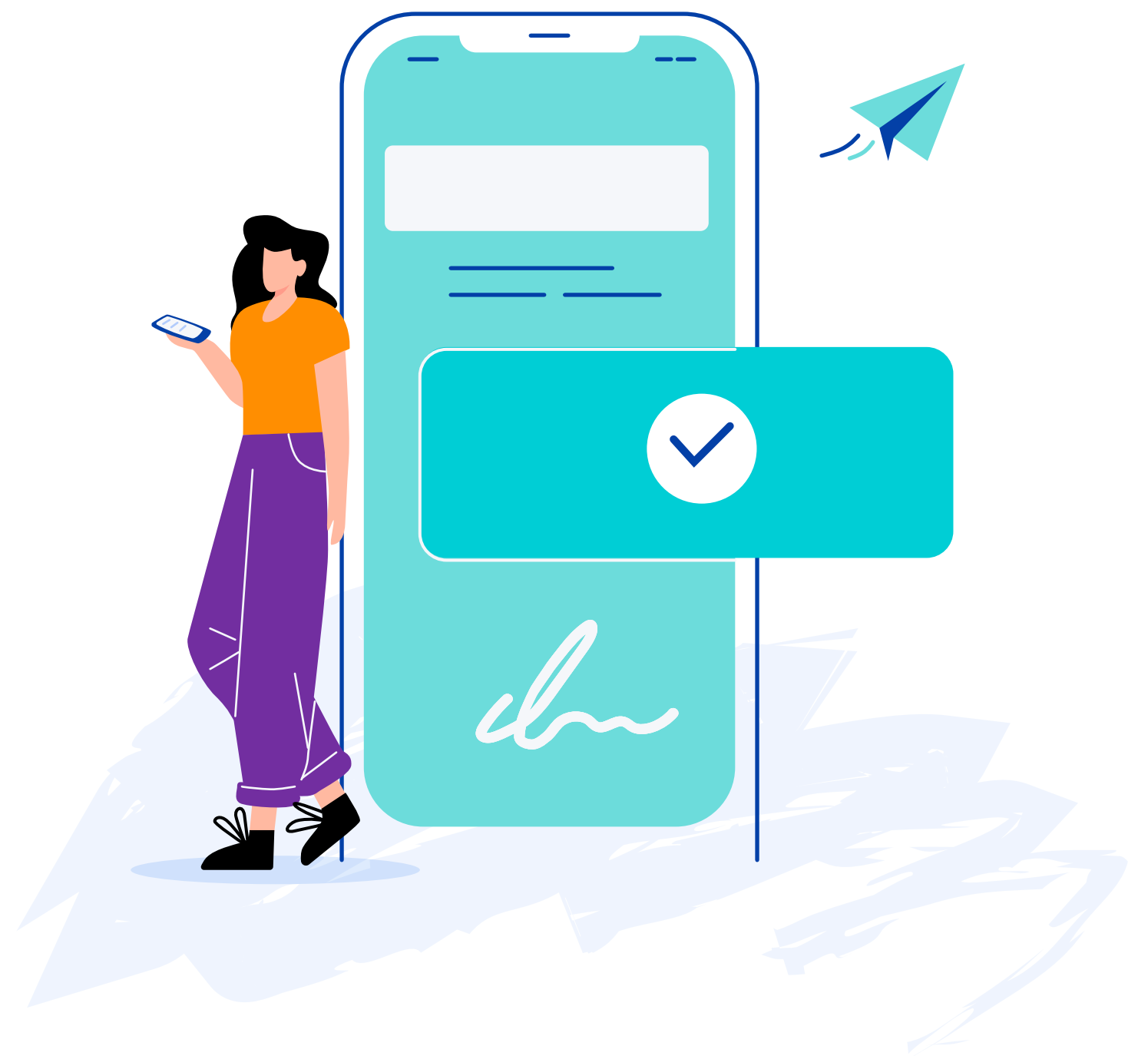
# Coding Ninjas + signNow = smart saving



VASYL DZESA,  
COO at Coding Ninjas



We build a marketplace for vetted developers. Any developer on our platform is a freelancer who has passed the tests and was interviewed by our managers. In most cases, they had already done some projects with us. So when a customer needs a website or an app, we see which developer fits best in terms of skill set and pricing. We are trying to find a synergy between a customer and developer.



## COMPANY PROFILE

Coding Ninjas is a Ukraine-based startup consisting of 15 people that run a full-service freelance marketplace for coding tasks. All coders are carefully evaluated through the process of interviewing and testing. Coding Ninjas was using DocuSign, but felt they were paying too much. After looking at other available options, Coding Ninjas switched to SignNow.

## Here's what Vasyl told us about the daily setbacks their startup was facing:

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We are a marketplace. Thus, we deal with a lot of freelancers and clients. It is impossible to sign documents on paper with people around the globe. It would be too expensive for our company.

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We use it to sign consultant NDAs, contracts with clients, collect IRS W-8BEN forms from freelancers and contractors, etc. I think that signing documents online is a must for a marketplace or any technology-driven business.

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With SignNow, we save money on the delivery of documents. Almost 100% of our time is monetized, so working with SignNow helps us a lot. Moreover, for all our clients who have noted for themselves the convenience of this digital solution, we have recommended trying SignNow in their businesses

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### THE PROBLEM

All core operations of Coding Ninjas are performed using paperless document processes. This elevated concerns regarding turnaround times for documents requiring signatures. Faxing documents became a burden due to its demand on both the service provider and clients to print, sign, and fax.

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### THE SOLUTION

Vasyl is responsible for Coding Ninjas' legal and accounting operations. With SignNow, he can simply prepare a template and then send a Bulk Invite to

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### THE RESULTS

SignNow eliminates friction points where getting documents signed can potentially hinder deal closing. Coding Ninjas now saves time and hassle for themselves and their clients on printing, signing and scanning documents. Thus, having a fax machine or printer in the office is no longer obligatory.

