






# The ROI of signNow



## 5 points outlining how signNow saves you time and money

-  **Close deals faster**
-  **Maximize efficiency**
-  **Cut useless costs**
-  **Avoid costly errors**
-  **Eliminate lost files**

## PROBLEM

## Paper-based document processes are costly and inefficient

More businesses are coming to this conclusion as their paper handling expenses and deal closure times are spinning out of control. Let's face it, spending thousands of dollars on paper document processing and courier services just to collect a few signatures isn't the best investment. The money and time saved on paperwork can be spent on developing your business instead.

Here are just a few eye-opening stats that prove the inefficiency of paper-based transactions:

# \$500

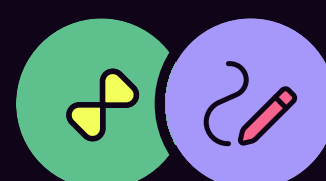
per year  
per employee is spent  
on printing alone\*

(an average company uses  
approx. [10,000 sheets](#) of paper  
per employee per year)

# 5

 at least  
days

are needed to get a paper  
document signed\*\*



# Thousands of dollars

are paid in penalties for not complying  
with data security regulations

# \$30

 ↑

per document is the cost of preparing  
and sending a physical document for  
signature\*\*

# 40

 hours  
lost per year

on average is  
wasted on searching  
for lost documents\*\*

\*Assuming that the average  
printing cost is [\\$0.05 per sheet](#)

\*\*Based on customer data  
surveyed by signNow

## SOLUTION

## signNow helps customers collect signatures faster and at a much lower cost

With the ability to sign documents remotely in seconds, receive timely notifications, and track signatures from anywhere, users achieve greater productivity and increase their revenue.

## signNow ROI calculator

Before we begin analyzing how eSignatures can help you reduce operating costs and drive productivity, we'd like to introduce you to our brand new [signNow ROI calculator](#). It uses data surveyed from our customers to help teams and businesses determine their estimated return on investment by adopting signNow.

It only takes a few clicks to add your data to the signNow ROI calculator. Just keep in mind that this formula does not account for the amount of value-added work you're able to get done after digitizing your routine business processes. When it comes to calculating the business value of an eSignature investment, consider the following three elements:

- 1 Cost savings**  
(paper, ink, printing, delivery)
- 2 Productivity benefits**  
(document turnaround, working hours saved)
- 3 Increased revenue**  
(expected value of investment)

**Want to know exactly how much you can save with signNow?  
Go ahead and try the ROI calculator yourself!**

1-5                      5-10                      **10+**

○────────────────○────────────────●

**daily signed documents**

1-5                      5-10                      **10+**

○────────────────○────────────────●

**employees**

printed document      multiple signers

**On**

**off**

**Money saved**

**\$596.2** year

**Time saved**

**3487** hours per month


**Estimated ROI      138.19%**

## Close deals faster


Wet-ink signatures are not just costly. They take far more time to obtain than eSignatures. We at signNow know for a fact that electronic signing beats pen and paper any day in terms of speed and efficiency. Here are a few stats that we've collected from one of our customer surveys:

**37 min. vs 5 days**

is the difference in the amount of time needed to obtain electronic signatures versus wet-ink signatures

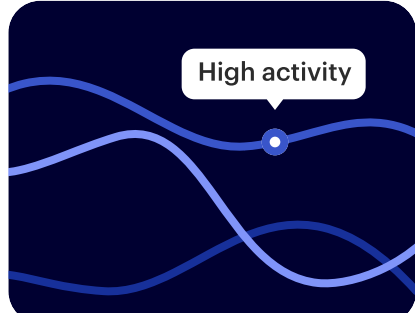
**10 seconds** 

on average is spent by users to sign a document with signNow

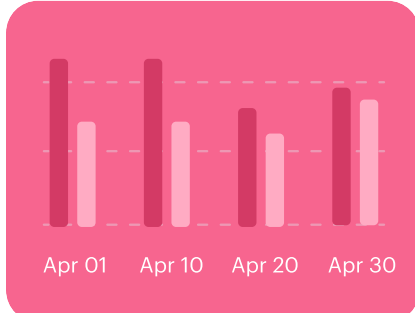
**2 clicks** 




is all it takes to add an eSignature using signNow

**With the speed and convenience signNow provides, you've got everything you need to finalize deals within a single hour.**



**signNow stats speak for themselves**




**1 hour**   


on average from send to sign


**59%** Pam Beesly

of all sent documents are signed within the **first hour**

x 

### What's in it for you?

 Many [signNow](#) customers sign while on the phone with sales reps or immediately afterward. This shortens the average time to sign from 6-14 days to minutes, reducing the payment cycle by a similar amount.

 signNow lowers the amount of friction for a signer to close a transaction by making it simple for them to do so from anywhere, using any device. On average, signNow improves deal closing rates by at least 5%.

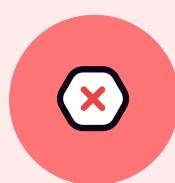
**“The time savings are enormous.** Even if you saved five minutes on each one of those documents, you’re talking **hundreds of hours over the course of a year per person.**”

**John Treder**

IS Contracts and Software Assets Manager at [Integra](#)

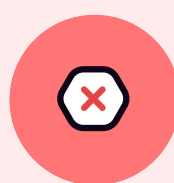
## Maximize efficiency

Employees spend a lot of time handling documents. signNow gives them that time back to focus on more valuable work.



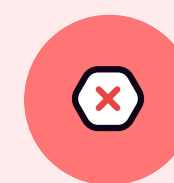
### Print, sticky note & mail

**The Problem:** It's expensive, slow, error-prone, and labor-intensive.



### Email or fax for signing

**The Problem:** It's difficult to track, insecure, and forces your signers to do extra work



### Sign in person, together

**The Problem:** It's slow, time-consuming, and difficult to schedule with both parties



Save 20 minutes



Save 10 minutes



Save between 30 minutes to 3 hours

**signNow**

It's easy to set up, doesn't require scheduling, is great for your signers, tracks everything automatically, and speeds up your process.

“signNow allows executives to not only make more **efficient use of their time**, but also be able to sign when they are on the road or at home at night, or even on the weekend. If you happen to see the signNow folder filling up, you have the app and **you can take care of business and keep things moving.**”

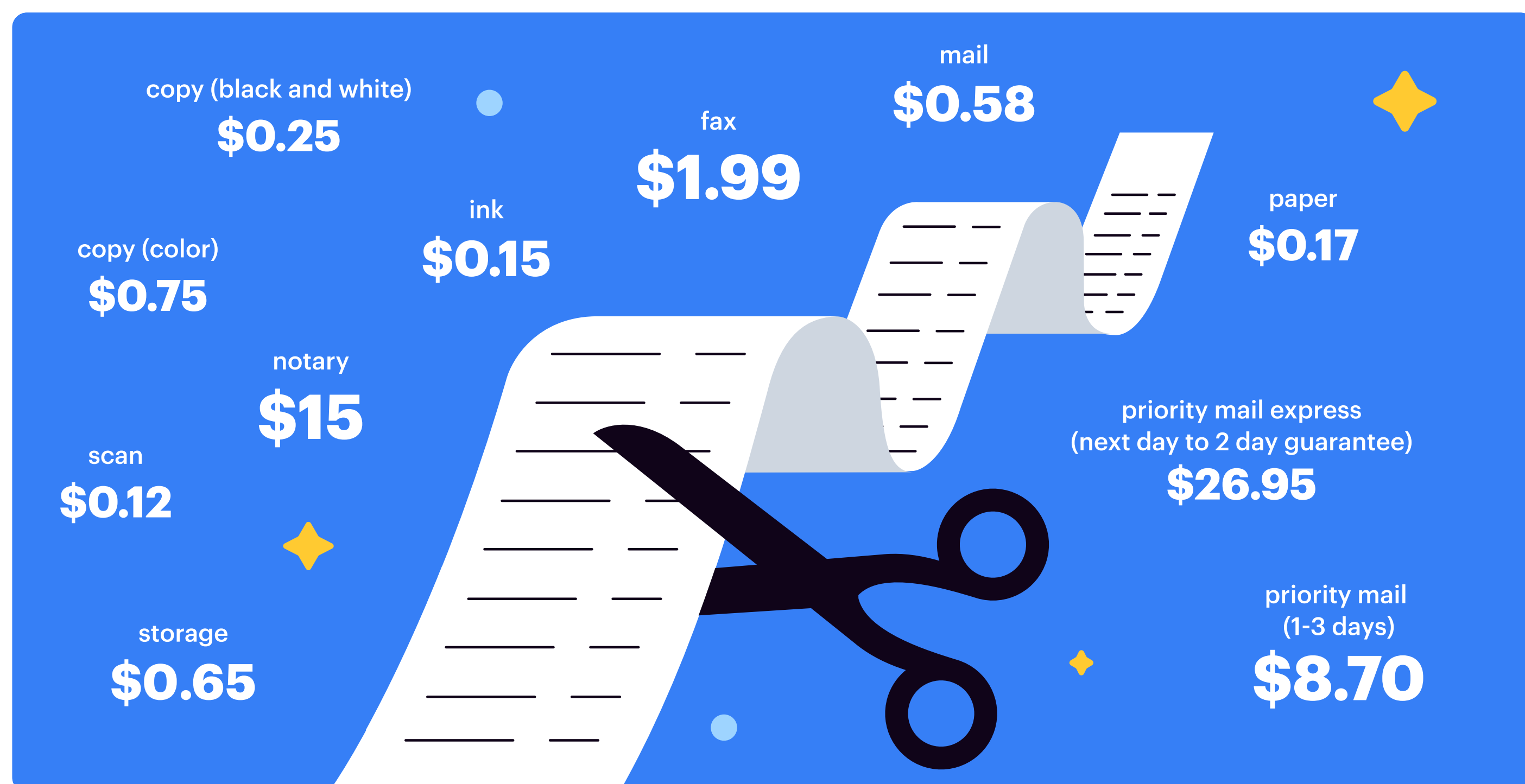
**Chris Cantrell**

Vice President of Information Systems at [DRMP, Inc.](#)

## Cut unnecessary costs

As of 2022, the average costs associated with physical paper are around **32 cents** per document and **\$27** per document if sent elsewhere. The most common costs are printing, sending, and storing documents.

The average cost per document page can reach a staggering **\$30**, depending on the signing method. This does not include any of the costs associated with replacing documents, correcting errors, and other pitfalls in the signing process. These are the most costly aspects of signing transactions.



Proceed to our blog on the [signNow ROI](#) for more details.

“Using signNow, we feel the **savings mostly in the time aspect**. Reduction in labor hours previously spent on printing and scanning multiple documents during and after the patients’ visits is enormous!”

**Alicia,**  
IT Project Manager at [Zionsville Eyecare](#)

## Avoid costly errors

Errors and misplaced signatures in documents can result in additional expenses. According to our customers, the average cost for having to review errors in a single physical document is **\$1.83**. Now, let's put this figure into perspective:

$$\mathbf{\$1.83} \times \mathbf{100 \text{ documents reviewed per day}} = \mathbf{\$183}$$

signNow allows you to reduce the costs of reviewing documents to as little as **\$0.17** per document thanks to:

- ✓ Straightforward online editing
- ✓ Required fields
- ✓ Smart fields
- ✓ Input data validation
- ✓ Automated completion guidance

By digitizing your document workflows, your business can save a daily minimum of **\$166** on revising alone.

## Cost to review for errors

\$

Average staff cost is \$2.25 per document, based on 5 minutes per document at \$27/hour.

\$

With signNow, the average staff cost is \$0.20 per document.

## Cost to redo signatures

\$

Average staff and materials cost is \$4-\$24 per document.

\$

With signNow, the average cost to redo documents is \$1.20.

## Risks of missing signatures

?

\$

signNow prevents hidden catastrophic form and signature errors.

\*The national average hourly wage is \$27 ([Trading Economics, 2022](#))

"With signNow, there are **fewer points of failure**. We went from not getting it done right the first time about 20-30% of the time to pretty much always right the first time."

**Lionel Gore**

Managing Director, Financial Firm

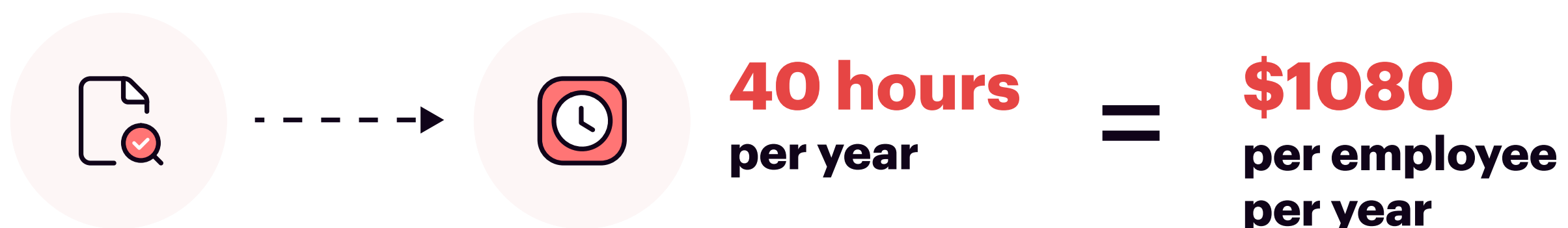


## Eliminate lost files

Physical documents can get lost or become hard to authenticate — incurring additional costs.

### Did you know?

An employee at an average company can spend up to **40 hours per year** searching for lost documents. At the national average hourly wage of \$27 (Trading Economics, 2022), this is an actual lost cost of over **\$1,080** per employee per year.



signNow makes it easy to find and track your documents electronically, in seconds.

- ✓ Store your documents and templates centrally in an unlimited cloud storage
- ✓ Organize your documents into folders
- ✓ Use a convenient search tool and filters to locate files
- ✓ Track every change to your documents using a court-admissible Audit Trail

“On the contracting side, signNow is great because it’s much easier to **keep track of who signed a contract, who didn’t, and where it is. It makes it a lot easier like that.**”

**John Treder**

IS Contracts and Software Assets Manager at [Integra](#)

## signNow's eSignature empowers you to save time, cut costs on paper, and deliver a seamless signing experience

signNow is designed to solve business problems and accelerate the rate at which you do business. Our global customer base has used signNow to save millions of staff hours and refocus that time on their core business objectives.

- **Reclaim up to 40 hours per year for value-added work**

Save time searching for a contract signed years ago. Securely save, access, manage, and organize your documents online, from any desktop or mobile device.

- **Collect signatures 24x faster**

Reduce signature cycles from **2 days to 1 hour**. It's easy with reminders for signers, real-time tracking, role-based signing orders, and the ability to add signatures in seconds — in-person or remotely.

- **Save up to \$30 per document**

Printing, scanning, faxing, and delivering paper documents consumes a significant portion of your budget. Imagine being able to spend it on productivity apps with a long-term perspective instead.

- **Reduce document errors by 90%**

Spend less time preparing documents with reusable templates. Collect accurate information from signers using a predefined signing order, fillable fields with validation rules, and automated signing guidance.

- **Improve customer satisfaction by 127%**

Delight your clients with an innovative and intuitive method for collecting approvals. Your stakeholders no longer need to meet in person or complete time-intensive signature processes, making you easy to work with.

- **Mitigate compliance risks**

signNow helps businesses deliver, update, and save documents in accordance with global compliance regulations like [HIPAA](#), [GDPR](#), [21 CFR Part 11](#), and [SOC 2 Type II](#). Plus, every agreement you send with signNow is backed by a court-admissible Audit Trail.

## Find more useful information on signNow Blog

1. [signNow ROI: The economic impact of signNow's eSignature solution for teams and businesses](#)
2. [Why 28 million users trust signNow: Get to know us better](#)
3. [How industries benefit from the signNow eSignature solution: Real-life success stories of our customers](#)

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