



All client quotations are signed with SIGNificant, xyzmo's digital signature solution for personal digital signing.

Highlights

Client:	Huber Reklametechnik GmbH
Product:	SIGNificant
Number of signature stations:	temporarily 4, following enterprise-wide roll-out
Johann Anleitner Controlling	<i>Shortly after the integration of the web-based xyzmo signature solution we realized the simplicity of the application. The process of quotation generation was qualitatively improved, turnaround times were drastically shortened and paper and archiving costs have been substantially reduced. This has been particularly beneficial in the Slovenian and Croatian markets.</i>

The Enterprise

Huber Reklametechnik GmbH	<p>HUBER is the leading provider for advertising technology solutions in Austria and central Eastern Europe. The business activities range from the design and construction of advertising towers and advertising suspension towers right up to the manufacturing of LED components for video and other electronic advertising displays.</p> <p>The enterprise was founded in 1967 and today employs 100+ qualified specialists in many areas of expertise.</p>
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Challenge

HUBER is situated in Austria with subsidiaries in Slovenia and Croatia. Daily HUBER generates a large volume of customer quotations for the European market, including Slovenian and Croatian customers. Internally, each individual quotation must be signed by both the management of the subsidiary and the management in Austria. Due to this internal requirement, the process of quotation generation is time consuming and often takes up to one week.

Because of the competitive nature of the business HUBER recognized the need to become more responsive to customers needs. The organizational challenge was to drastically reduce the internal turn-around time while maintaining the approval process.

Solution

SIGNificant provided the solution to meet all the internal approval requirements of HUBER while greatly reducing process turnaround and customer waiting times in this fiercely competitive environment.

The process:

1. The quotations for customers are created in Marchtrenk/ Austria on the existing system by the administrator and converted into an unsigned pdf. The quotation is stored locally and sent to the various signatories via e-mail.
2. The administrator uses SIGNificant Workflow to define which signatories are required to sign a quotation. The signatories are registered on the SIGNificant server and then automatically one after the other they are invited via e-mail to digitally sign the quotation on a pen tablet.
3. All responsible personnel are now able to personally sign without delay (< 1 day), independently of their place of residence.
4. Once the last signatory has signed the quotation, the administrator as initiator of the SIGNificant workflow gets an e-Mail saying that the signed document is ready to be retrieved from the "signed box". Now the quotation can be sent to the customers by e-mail and centrally stored at the file server.

Benefits

The expectation of HUBER was to be able to send quotations for Slovenian and Croatian customers, having been approved and signed by several persons, within 24 hours after generation. By signing all quotations with SIGNificant this organizational goal was easily achieved. Huber has drastically shortened the process of quotation generation. The customers receive their quotations faster and earlier. This is important to counter the local competitors.

Benefits:

1. Increased efficiency and security of the quotation generation process.
2. Simple adjustment to existing customer systems and workflows.
3. Easy short-time training for users and administrators.
4. Rapid conversion to paperless quotation generation with electronic archiving.

SIGNificant requires neither change to established habits (signing) nor learning any aspect of new software.

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