Laserfiche Takes the E-Signature Plunge With SIGNiX

By David Roe | *Jul 7, 2016*

The digital workplace got another nudge forward this week, this time from an integration between Laserfiche and SIGNiX.

The companies are partnering to provide all-in-one enterprise content management (ECM) and e-signatures.

Both play hard in the financial and government verticals, and both have been developing their ecosystems slowly but surely.

SIGNiX + Laserfiche = 'A Natural Fit'

Leonora Williamson, SIGNiX's senior vice president of partner development, told CMSWire the two companies are a "natural fit" with a shared strong vertical alignment, specifically in the financial services and government sectors.

"Because of this market positioning, both companies are heavily focused on regulatory compliance. For customers, this joint commitment to compliance offers best-in-class e-signatures and best-in-class content management all in one place," she said.

This is a partnership about workflows, or rather automating workflows. Long Beach, Calif.-based Laserfiche, founded in 1987, has been building ECM solutions for Fortune 1000 companies as well as federal, state and local government agencies.

Its focus has been on streamlining documents, records and business process management. With the addition of an e-signature application, it now offers enterprises a way of digitizing content, sending it through an entire business process, signing-off on it and then sending the content back it into the ECM.

With the integrated solution, users may select one or more PDFs to send in a single transaction. The documents are then automatically routed through the SIGNiX signature process. When the signing process is complete, documents are automatically imported back into the Laserfiche Repository.

Chattanooga, Tenn.-based SIGNiX, founded in 2002, enables enterprise workers sign documents online.

"There's long been a disconnect between digital content management and the signing process. Many companies, especially those in highly regulated industries, feel comfortable using automated document management internally, but worry they can't use e-signatures for regulatory reasons," Williamson said. "So businesses may start processes in digital form, but when it's time to sign a transaction, that digital automation abruptly stops so that a document can be printed, mailed, scanned, faxed and signed."

SIGNiX's Difference

SIGNiX claims its technology is fundamentally different than other electronic signature products because it is based on international standards for secure digital signatures that are within the public domain. That means they can always be discoverable and defensible in court, even if technology changes.

That gives customers complete access to the legal evidence of an e-signature, which is permanently embedded into a PDF and tracked using an audit trail. Those customers are assured their e-signatures will remain valid forever into the future, all without any reliance on SIGNiX.

Concerns about compliance have been widespread in highly regulated industries. In financial services or government markets, for example, moving the signature process into the digital space has been disconcerting, simply because of the uncertainty of whether or not that signature or product could hold up in court or be recognized by other entities, Williamson said

"As the digital momentum accelerates, we're seeing that every piece of any business process needs to happen electronically," she said. "E-signatures have often been the missing link, the last area to go digital."

This integration with Laserfiche means it can "deliver a fully digital process in a safe, secure and compliant manner to all businesses," she added.