

When Colliers Needed a Solution to Easily Gather Signatures on Documents, They Chose SignNow



Profile

Colliers International Group Inc. is a global leader in commercial real estate services with more than 16,300 professionals operating from 502 offices in 67 countries.

Challenges

- Improve process of collecting broker signatures for properties
- Had to be easy for professionals to use
- Colliers also wanted it to be easy to manage

Solution

SignNow

Results

- Created a simple link for signers
- Distributed it via marketing emails
- Easy to monitor when brokers completed forms — able to respond accordingly.

Executive Summary

Colliers wanted to improve their process of collecting broker signatures. The solution had to be easy for professionals to use and also easy to manage. SignNow enables brokers to create a simple link for signers, which can be distributed via marketing emails.

The Challenge

Colliers is one of the top commercial real estate firms, with three offices in South Florida. At their scale, collecting signatures from dozens of brokers relating to hundreds of properties is a complicated process. Each document consumes staff and broker time. Colliers needed a solution that would be easy for them to manage, easy for their professionals to use and one that would improve their process of collecting broker signatures for properties.

They had attempted to initiate eSigning previously with other vendors, but didn't find the right mix of affordability and ease of use. They decided to try again, and solved their problems after finding SignNow.

How SignNow Helped

After review, Colliers selected SignNow's eSignature product as the best way for them to collect signatures. The pricing was much more affordable than the competition, and the product was simpler to use.

The combination of these two factors made it the perfect eSignature solution. Given SignNow's ease of use, it didn't take the Colliers team long to get up and running, with a clear workflow in mind. They wanted to collect signatures, but not send the invitation emails directly from SignNow.

We really wanted to start eSigning, but just couldn't find the right solution until we found SignNow.

Crystal Proenza

Vice President of Marketing

Colliers International

About SignNow

SignNow cuts document turnaround time by as much as 90%. SignNow gives you control over your document workflows and lets you easily integrate signed documents with other electronic systems. Get legally binding signatures from your customers, partners and employees in seconds using any device. With SignNow, you never need to search for a paper agreement again since your documents are stored securely in the cloud. SignNow also offers on-premises and Vx solutions.



The team created a simple link to sign, which they were able to distribute to potential signers with a marketing email, using their own tools. When a broker is interested in a property, they easily click, sign, and complete a form in seconds. As brokers complete the forms, the Colliers team can monitor and respond appropriately.

This enables them to dramatically improve turnaround time and efficiently gather signed forms.

*SignNow has saved us time, money, and paper
delivering a really fast ROI.*

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About Barracuda Networks, Inc.

Protecting users, applications, and data for more than 150,000 organizations worldwide, Barracuda Networks has developed a global reputation as the go-to leader for powerful, easy-to-use, affordable IT solutions. The company's proven customer-centric business model focuses on delivering high-value, subscription-based IT solutions for security and storage. For additional information, please visit www.barracuda.com or follow us on [Twitter@barracuda](https://twitter.com/barracuda).