



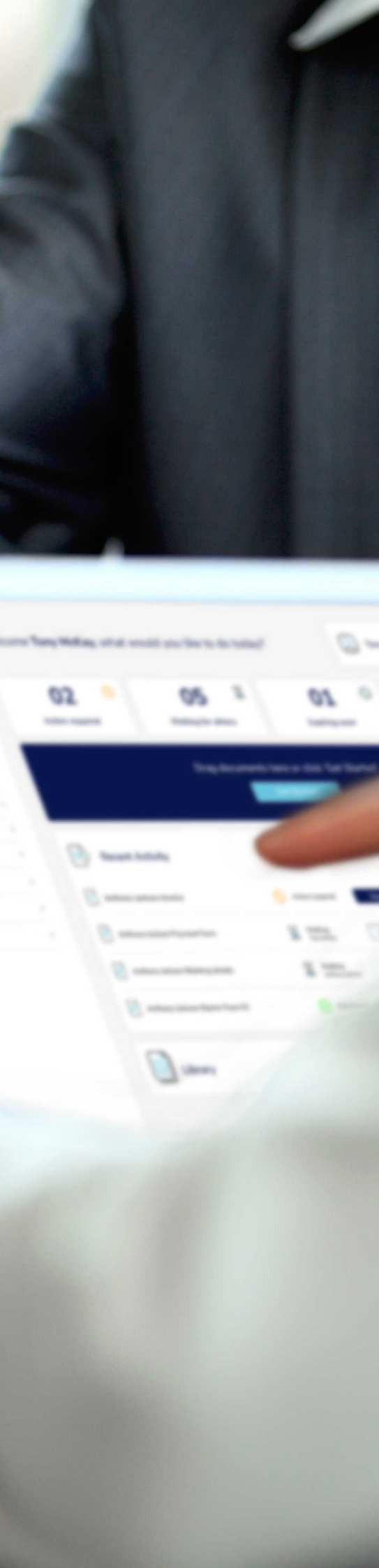
EXECUTIVE SUMMARY

E-Sign (UK) Ltd

E-Sign Competitor Cost Analysis







Summary

This paper is a detailed cost analysis provided by one of our customers which articulates the cost benefits of using E-Sign.

The study was carried out by the customer half way through an agreement, as their current e-signature provider increased the costs significantly and they wanted to explore alternative providers.

It demonstrates that E-Sign is by far the most cost effective digital signature provider, even after paying a "Buy out" fee to the current provider.





E-Sign Ltd

E-Sign is an advanced electronic signature provider, enabling organisations to digitise the signing of documents and store them securely.

E-Sign provides a secure digital identification embedded into an electronic signature that is unique to both the signatory and the document. The document is then securely stored within an encrypted document storage facility located in the UK.

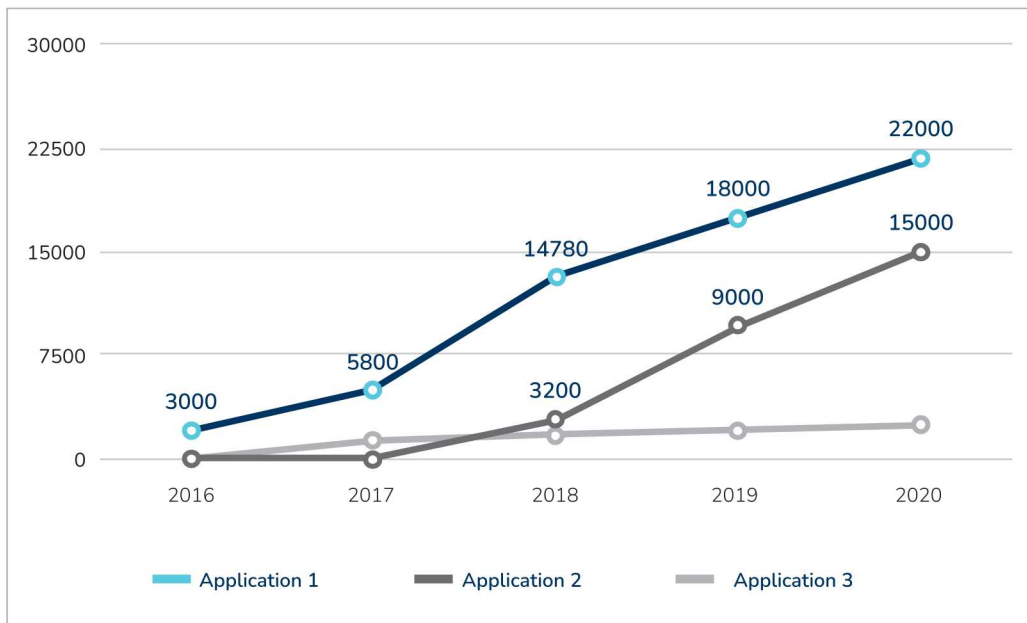
We currently have 18000 forms that are being signed, through a mixture of Online Applications across 25 accounts.

	Application 1	Application 2	Application 3	TOTAL
2016	3000	0	No data	3000
2017	5800	0	1500	7300
2018	14700	3200	2100	18000
2019	18000	9000	2500	29500
2020	22000	15000	3000	40000

Currently this has cost £6000

Provider 1 have an updated pricing structure which means the more transactions processed with them, the more expensive it becomes, up until the point of 500,000 signatures or more on one account.

e-Signatures



Proposed costs based on 22000 transactions for next year

2018-2019	Provider 1	Provider 2	E-Sign
Transactions	22000	22000	22000
Price per signature	£1.50	£1	£0.21
Set Up	0	1500	1300
2018-2019 Cost	£33000	£22000 (Fixed Fee)	£4713
Provider 1 Buyout	0	£13000	£13000
2019-2020 Total	£44250	£29500	£6195
Total	£77250	£66000	£25208

Provider 2 were contacted as Provider 1 largest direct competitor and E-Sign are a smaller competitor within the same arena.

Budget	Application 1	Application 2	Application 2
2018	£10000	£6000	£2500
2019	£12500	£18000	£3100
Total	£22500	£24000	£5600

To leave our current contract with Provider 1 would cost £13000, however we would make savings within the first year by moving to e-Sign based on current projections, however this saving is likely to be significantly more as Kinesis only came on board 2/3 of the way through the year and now all countries have Online App and Sales Assist in place which could generate an additional 3000 signatures.

In terms of support levels Provider 2 would have the best support level, closely followed by e-Sign with Provider 1 rating poorly. Whilst Provider 2 are a viable alternative, their price is only guaranteed for 1 year, and they have similar feedback to Provider 1 for price rises at the end of contracts. They offer a further discount for 3 year contracts but we are currently exploring whether this year we can legally and securely move away from a signed mandate to an alternative digital confirmation which is also accepted by the banks.



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