



MSPs and CSPs PARTNER WITH SIGNIFLOW: UNLOCK NEW REVENUE STREAMS IN THE CLOUD ERA



Introducing SigniFlow, a leading provider of digital signature solutions that streamline document signing processes, enhance security, and drive productivity. In today's digital age, traditional signatures are no longer practical. SigniFlow revolutionises document signing by offering secure and legally binding digital signatures, document grouping, and a secure document portal that integrates seamlessly with any business system. We prioritise ease of use, robust security, and compliance with industry standards.

Partnering with SigniFlow unlocks numerous benefits and brings never seen before opportunities to MSP's and CSP's doorstep. You differentiate your business, unlock new revenue streams, and become an expert in digital transformation. We provide comprehensive training, technical assistance, and a dedicated partner community to ensure your success. Together, we empower businesses to thrive in the digital era.

LET'S EMBARK ON THIS EXCITING JOURNEY TOGETHER.

Why Partner with SigniFlow?

EXPANDED SERVICE PORTFOLIO

By partnering with SigniFlow, you can expand your service portfolio and offer your clients a comprehensive digital signature solution that seamlessly integrates with their existing systems and workflows.

Here are the key benefits of partnering with SigniFlow:



Revenue Growth:

Expanding your service portfolio with SigniFlow unlocks new revenue streams. You can charge setup and configuration fees for implementing the solution, offer subscription-based pricing for ongoing services, provide customisation and consulting services, and deliver training and support to clients.



Compliance & Security:

SigniFlow adheres to stringent security measures and regulatory standards, providing peace of mind to your clients. Our solution offers advanced authentication methods, audit trails, and encryption to ensure the integrity, authenticity, and non-repudiation of signed documents.



Industry Adaptability:

SigniFlow is designed to cater to diverse industries, including finance, legal, healthcare, and more. By partnering with us, you gain the flexibility to address the specific needs and compliance requirements of clients in various sectors, expanding your reach and market potential.



Customer Retention:

By including SigniFlow in your service portfolio, you deliver a valuable, subscription-based solution that addresses a critical pain point for clients. This leads to higher customer satisfaction, increased client retention, and opportunities for upselling additional services.



Enhanced Offering:

Integrating SigniFlow into your service portfolio allows you to provide clients with a robust and secure digital signature solution. By offering a complete end-to-end workflow and security solution, you become a trusted advisor and gain a competitive edge in the market.



Partnering with SigniFlow enables you to enhance your offering, meet client needs, and boost revenue. Together, we empower businesses to embrace digital transformation and achieve greater efficiency and success.

Here's how partnering with SigniFlow can enhance your value proposition:

- **Workflow Integration:** SigniFlow seamlessly integrates with popular technologies, such as collaboration platforms, productivity suites, and customer relationship management systems. This integration allows your clients to incorporate digital signatures directly into their familiar workflows, eliminating the need for manual processes and reducing administrative overhead. By streamlining document signing within their existing ecosystem, you offer a more efficient solution.
- **Familiarity and User Adoption:** Many businesses rely heavily on widely used technologies for their daily operations. By integrating SigniFlow's digital signature solution with popular tools, you leverage the familiarity of the interface and workflows. This familiarity increases user adoption rates, as clients can quickly and easily incorporate digital signatures into their routine tasks without the need for extensive training or system migration.
- **Productivity and Time Saving:** With SigniFlow integrated into their preferred technologies, your clients can accelerate document signing processes, resulting in saving a significant amount of time. Instead of printing, signing, scanning, and emailing documents, they can seamlessly sign and manage documents electronically within their applications.
- **Security and Compliance:** SigniFlow prioritises security and compliance, adhering to robust security frameworks. By offering a comprehensive digital signature solution integrated with leading technologies, you assure your clients that their sensitive information remains protected. SigniFlow employs advanced encryption, digital certificate technology, and audit trails to ensure the authenticity, integrity, and legal compliance of digitally signed documents.



- **Seamless Collaboration:** Collaborative environments are essential for businesses today. SigniFlow's integration with popular technologies enables seamless collaboration by allowing multiple stakeholders to sign and review documents simultaneously, regardless of their geographical location.
- **Scalability and Growth:** The integrated solution can cater to clients across various industries and scalability needs. By offering a comprehensive digital signature solution integrated with industry-leading technologies, you position yourself to serve organisations of all sizes, from small businesses to large enterprises.

A smooth and seamless digital experience for both employees and customers.

Market Differentiation

The partnership with SigniFlow empowers you to stand out from competitors by offering advanced features, unmatched security, and robust compliance capabilities. Here's how partnering with SigniFlow provides a unique advantage in the market:

Spend Recognition:

As an MSP partner, selling SigniFlow allows you to gain recognition for the Cloud real estate you create for your customers. By integrating SigniFlow with tech giants, you not only deliver a powerful digital signature solution but also contribute to increasing spend within your customers' Cloud environments.

Competitive Advantage:

By offering SigniFlow as your digital signature solution, you differentiate yourself from competitors who may not have the same level of integration with popular software.

Deeper Customer Engagement:

Selling SigniFlow as part of your Cloud real estate strategy allows you to engage with customers on a deeper level. By demonstrating how SigniFlow enhances their existing Cloud environment, you become a trusted advisor and strategic partner.

Collaboration and Support:


As a SigniFlow partner selling within the popular ecosystem, you can tap into the collaboration and support offered by both SigniFlow and a Cloud Service Provider. This includes joint marketing initiatives, co-selling opportunities, technical support, and access to partner communities.

SigniFlow provides more options to fuel the modern enterprise than any of our competitors



What sets SigniFlow apart from competitors? Let's take a look:

- **Enterprise Licensing:** SigniFlow offers Enterprise licenses, which are scalable and offer customers a more cost-effective license when compared to any other traditional esignature license scheme. Billing options include “flat rate” monthly or annual subscriptions that range from smaller cloud deployments to large unlimited enterprise licenses. These license schemes align with Gartner’s Strategic Cost Optimisation Framework.
- **Strong Security Measures:** Security is a top concern when it comes to digital document signing. SigniFlow addresses this concern by employing advanced security measures. It utilises encryption technologies, digital certificates, and tamper-evident seals to ensure the integrity, authenticity, and non-repudiation of digitally signed documents.
- **Compliance Capabilities:** SigniFlow is designed to comply with various industry regulations and standards, such as eIDAS, GDPR, HIPAA, and more. By partnering with SigniFlow, you offer clients a solution that helps them meet their compliance requirements effortlessly. This compliance advantage gives you an edge over competitors who may not provide the same level of compliance capabilities.
- **User-Friendly Interface:** SigniFlow’s user-friendly interface and intuitive design make it easy for clients to navigate and complete document signing tasks. The simplicity and user-centric approach enhance user adoption rates and reduce the learning curve, positioning your solution as a preferred choice for clients seeking a seamless and hassle-free signing experience.
- **Customer Support and Expertise:** Partnering with SigniFlow grants you access to a dedicated team of experts who provide comprehensive support and guidance 24/7. From initial onboarding to ongoing assistance, you can rely on SigniFlow’s expertise to address client queries, resolve issues, and provide training resources.



By emphasising SigniFlow's advanced features, top-notch security, compliance capabilities, seamless integration, user-friendly interface, and dedicated support, you position yourself as a provider with a unique advantage in the market. Clients recognise the value of an advanced, secure, and compliant digital signature solution, and by partnering with SigniFlow, you deliver exactly that.



New Revenue Streams

Partnering with SigniFlow unlocks several revenue streams for MSP Partners. By offering a comprehensive digital signature solution, you can capitalise on the following revenue opportunities:

Setup and Configuration Fees:

As a SigniFlow partner, you can charge setup and configuration fees for implementing the solution for clients, customising it to their needs, integrating with existing systems, and providing training. These fees offer a lucrative revenue stream based on implementation complexity and scale.

Training and Support Offerings:

Maximise SigniFlow's impact and your revenue by offering training and support services to clients. Ensure their full utilisation of the solution through paid training sessions, workshops, and ongoing support, positioning yourself as a trusted advisor.

Ongoing Subscription-Based Pricing:

SigniFlow's subscription-based model generates recurring revenue for partners. Create client subscription plans based on user count, document volume, and desired features/integrations. This ensures a predictable revenue stream while keeping clients up to date with updates and support.

Value-Added Services:

Diversify and enhance your offerings with value-added services like document management, workflow automation, and integration with other applications. By bundling these services, you can increase your value proposition to clients and generate extra revenue.

Customisation and Consulting Services:

Offer additional customisation and consulting services to meet clients' specific needs and generate extra revenue. Tailored workflows, application integration, and compliance configurations are examples of services that enhance the solution.

Renewals and Upselling:

SigniFlow's subscription model offers renewal and upselling opportunities. Renew client subscriptions for recurring revenue and upsell additional features, integrations, or consulting services as their needs grow, maximising your revenue potential.

Partnering with SigniFlow unlocks revenue growth through diverse streams: setup fees, subscriptions, customisation, training, and renewals. Maximise value for clients while increasing your business's bottom line.

Client Success and Trust

Client Testimonial: SecureKey Group

Herman Kriel - Director/Chief Operations Officer, SecureKey

"Partnering with SigniFlow has been a game-changer for our organisation. We were struggling with outdated and inefficient paper-based document-signing processes that hindered productivity and delayed business transactions. With SigniFlow's digital signature solution, we have transformed our document workflows, streamlining operations and achieving a higher level of security and compliance.

The implementation process was seamless, thanks to the expertise and support provided by our trusted partner. They customised SigniFlow to align with our unique business needs, integrating it with our existing technologies. The setup and configuration fees were well worth the investment, as we experienced immediate improvements in efficiency and cost savings.

Since adopting SigniFlow, we have significantly reduced document turnaround times. What used to take days or weeks to finalise now takes mere minutes. Our clients appreciate the speed and convenience of digitally signing documents, and it has enhanced our overall customer experience.

Moreover, SigniFlow's advanced security features have provided us with peace of mind. The encryption, digital certificates, and tamper-evident seals ensure the integrity and authenticity of our signed documents, mitigating the risk of fraud or disputes. We have also seamlessly aligned with regulatory compliance requirements, such as GDPR and industry-specific regulations, thanks to SigniFlow's robust compliance capabilities.

The ongoing subscription-based pricing model has been cost-effective and flexible for our organisation. We appreciate having access to regular updates, new features, and prompt customer support. Our trusted partner has been instrumental in providing training and support, ensuring our team fully leverages the capabilities of SigniFlow.

Overall, partnering with SigniFlow has not only improved our document workflows but has also empowered us to stay ahead of the competition. We are proud to offer a secure and efficient digital signature solution to our clients, which sets us apart in the market. Our partnership with SigniFlow has been a strategic decision that has positively impacted our business."



Conclusion:

This testimonial illustrates how clients have benefited from partnering with SigniFlow. By adopting the digital signature solution, these organisations have transformed their document workflows, achieving greater efficiency, enhanced security, and improved compliance. They have experienced reduced turnaround times, increased customer satisfaction, and a competitive advantage in the market. Partnering with SigniFlow has enabled this organisation to elevate their operations and deliver exceptional value to their clients.

Partner Support and Resources

SigniFlow is committed to providing comprehensive support and resources to its partners, ensuring their success, and enabling them to deliver exceptional value to their clients. Here are some key support offerings and resources provided by SigniFlow:

- **Sales and Marketing Collateral:** SigniFlow equips its partners with a range of sales and marketing tools to support their business development efforts. This includes brochures, presentations, case studies, and white papers that highlight the benefits and features of SigniFlow's digital signature solution.
- **Technical Training and Certification:** SigniFlow offers thorough technical training programs to its partners, ensuring they have the knowledge and skills required to implement, configure, and support the solution. The training covers various aspects, including system integration, customisation, compliance, and security.
- **Partner Community and Collaboration:** SigniFlow fosters a vibrant partner community where partners can collaborate, share best practices, and exchange knowledge. This community serves as a valuable platform for partners to engage with each other, seek guidance, and stay updated on the latest industry trends and product enhancements.
- **Co-Marketing Opportunities:** SigniFlow recognises the importance of visibility and customer reach for its partners. To support their marketing efforts, SigniFlow offers co-marketing opportunities that allow partners to leverage SigniFlow's brand and resources. This includes joint marketing campaigns, co-branded collateral, and participation in industry events and webinars.
- **Technical Support and Dedicated Account Management:** SigniFlow provides partners with comprehensive technical support to address any solution-related queries. Partners have access to a dedicated support team that can assist with troubleshooting, implementation guidance, and ongoing maintenance. Additionally, partners benefit from dedicated account management to ensure their needs are met, and they receive proactive support to drive their success.
- **Product Updates and Roadmap:** SigniFlow continually enhances its digital signature solution with new features, security enhancements, and compliance updates. Partners gain early access to these product updates and benefit from a clear roadmap, enabling them to align their offerings and stay at the forefront of industry advancements.

SigniFlow's comprehensive support and resources empower partners to succeed in their partnership journey. From sales and marketing collateral to technical training, access to a partner community, co-marketing opportunities, and ongoing support, SigniFlow is committed to enabling partners to deliver exceptional solutions and grow their businesses.



Call to action



**Take the next step towards a successful partnership with SigniFlow.
Contact us today for more information or to discuss partnership opportunities.**

Website: www.signiflow.com

Contact Us: www.signiflow.com/contact/

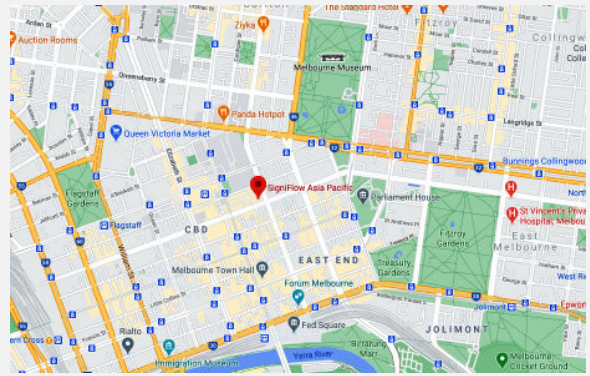
Our team is ready to answer any questions you may have and provide you with the necessary resources to explore the benefits of partnering with SigniFlow. Don't miss out on the opportunity to offer a comprehensive and advanced digital signature solution to your clients. Reach out to us now and let's embark on a mutually rewarding partnership journey.

Partnering with SigniFlow unlocks immense value and exciting revenue growth opportunities for MSP Partners. By joining forces, you gain access to a comprehensive and advanced digital signature solution that empowers you to meet the evolving needs of your clients.

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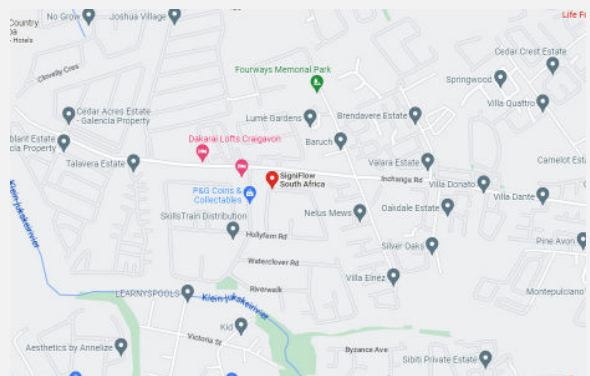
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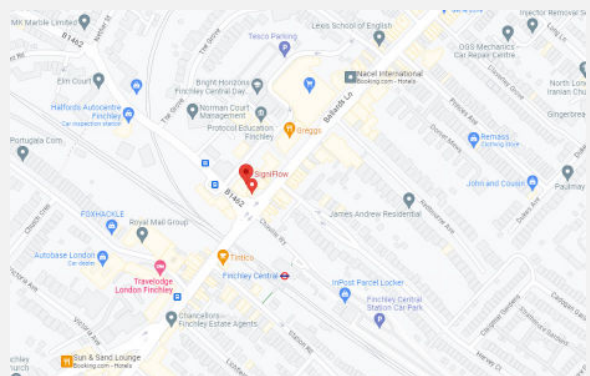
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