ZorroSign

Case Study

aggreko

Learn how Aggreko's Middle East & North African legal departments save time and execute contracts more securely by using ZorroSign DTM.

Company Profile

- **Industry**: Energy
- **Staff**: 400+
- **Doc Sets Used/Year**: 50+
- aggreko.ae

Challenges

- **Strategy:** Efficiency
- **Goals:** Close deals faster
- **Focus:** eSignature & workflow automation

Solution

- **Templates/Workflows configured**: 10+
- **Ad hoc docs signed**: 50+/Month
- **Use of 4n6 Token**: 4n6 Token used document security and authentication

Business Overview

Aggreko is the global leader for temporary power, heating, cooling, and dehumidification equipment, with over 204 locations worldwide.

From urban development to unique commercial projects and even emergencies, It brings expertise and equipment to any location, from the world's busiest cities to some of the most remote places on earth.

Challenges

Energy industry is heavily regulated and there is a strong emphasis on corporate governance. This means organizations must adhere to correct processes and tight controls in business and legal transactions. This also means maintaining full audit trails, ensuring compliance with policies, and facilitating accurate and timely business decisions.

There is also growing expectations and acceptance by suppliers and clients of using latest technologies such as mobile devices, secure digital transactions management, and electronic signatures to conduct business. However, there are not only challenges in selecting the right technology partner and solution but also to introduce this fundamental change in how traditionally the business has been conducted.

Solution

Aggreko uses ZorroSign to manage governance and internal compliance procedures to support supplier management, regulatory compliance and data protection.

The company's Middle East and North Africa (MENA) legal department uses ZorroSign to create dialogue, reform, advise and simplify internal processes for the benefit of other international departments.

"ZorroSign has enhanced our ability to become more responsive to our clients' needs and has simplified the way we work as an organization."

- Mr. Khaled Shivji, Head of Legal – Aggreko AE - MENA

Result

Aggreko finds ZorroSign platform easy to use to migrate business processes and workflows into the secure Cloud.

In general Aggreko saves hours every day in securing approvals and signatures and in processing contracts from vendors, suppliers, and customers. Using the ZorroSign platform, in a particular case, Aggreko was able to secure supplier contract within 1.5 days instead of the usual 6 days of manual (by-hand) processing. The company also saved over 7 hours for processing GDPR consent forms. As Aggreko expands its use of ZorroSign, it continues to realize significant time and cost saving in operations and also enjoy other benefits such as reducing errors and missing signatures and information.

Time Savings

1.5 days vs 6 days for signing documents

7+ Hours for processing GDPR consent forms.

About ZorroSign
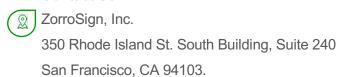
In the mid-90s, one of the ZorroSign co-founders developed an innovation that addressed a pain point for companies across the globe – electronic signature. This solution is used in most POS systems even today by government agencies and companies such as DMV, USPS, UPS, and a number of Federated Department Stores like Macy's, and American Express. The electronic signature also served as a key technology component when President Bill Clinton signed the *Electronic Signatures in Global and National Commerce Act*, also known as the "Millennium Digital Commerce Act" or the "E-SIGN Bill" on June 30, 2000. The same inventor then went on to create the next generation electronic signature called the Document 4n6 (Forensics) Token, a Document DNA based crypto tokenization that uses the Blockchain technology.

In 2015, ZorroSign was born to use these enhanced electronic signature technologies to create a unified platform of complete advanced Digital Transaction Management (DTM) solution including document fraud and tampering detection. The idea is to provide a highly secure, flexible, seamless, and robust solution to support end-to-end flow of document signature ceremonies for any situation, any industry, any department – for signatories located anywhere and using any device.

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