

Digital Signatures at the Point of Sale

ARX's CoSign® digital signature solution, incorporated with Pegasus' PC Note Taker, allows cellular operators to go paperless by digitally signing contracts at the point of sale.

The Problem

A cellular company prints masses of paper-based transactions per month at the Point of Sale. Each transaction consisted of between 1 to 7 pages, resulting in a total of 1,400,000 papers per month. Each agreement is printed twice and signed by both the end-customer and the point of sale representative.

The company wishes to save the prohibitive costs and time spent on this massive paper processing operation. This includes reducing the high costs associated with paper and ink, shipping of documents from the point of sale to the company's headquarters, paper archiving, costly and inefficient retrieval of paper documents, and overall paper handling expenses.

The Solution

ARX's CoSign digital signature solution enables the cellular operator to streamline its business processes by eliminating the need to print the company's copy of the contract for every point of sale transaction. By removing paper from the business process, all the associated paper costs such as handling, shipping, filing, indexing, and archiving can also be significantly reduced.

In order to electronically sign the agreement, the customer and the sales representative sign the paper document using Pegasus's special Digital Pen, which captures the handwritten signatures. The document, including the graphic signatures, is then digitally signed and sealed with ARX's CoSign digital signature solution. At this point, only one signed contract needs to be printed, which the customer receives. The cellular company maintains a copy of the electronic version. Through utilizing an electronic process, the company receives a giant reduction in its business costs, as it no longer has to send, process, and file the paper contracts. Moreover, archival and document retrieval is now a far simpler task.

The Benefits

- ▶ Saves the printing of approximately 700,000 pages per month
- ▶ Automates and saves unnecessary steps in the transaction process

Implementing the CoSign digital signature solution, incorporated with Pegasus' PC Note Taker technology allows the cellular operator to completely automate and manage point of sale transactions. The end-customer continues to receive what he is used to - a signed paper contract as a receipt. However, the organization significantly reduces the paper it manages at its points of sale, alleviating several unnecessary steps in the process and saving huge paper processing costs.

In the above scenario, the cellular operator can eliminate the printing and handling of approximately 700,000 pages per month, at a hard cost savings of at least \$0.50 per page in archiving space, paper, ink, printing costs, and the shipment of documents.

Tamper-proof & Non-reputable!

CoSign is an exceptionally intuitive and easy-to-use digital signature solution that not only automates processes, but 'seals' the document contents, ensuring data integrity and non-repudiation of each transaction.