

## INDUSTRY BRIEF

With the price of tuition soaring, there is growing public pressure on higher education institutions to control costs. Colleges and universities need ways to reduce administrative costs, and modernizing legacy paper-based processes with electronic signatures from DocuSign can help.

### **Streamline Operations and Cut Costs by Going Digital**

Many of today's academic institutions are incurring needless cost and delay by using legacy paper and ink as part of daily operations. Paper forms slow all processes down, require staff to scan documents or re-key data, and enable errors to be introduced across a wide-range of documents, from online applications and student loans to class enrollment. Electronic signatures let your institution enjoy significant savings in the cost of paper, postage, overnighting, faxing, storing, archiving, and safe disposal of documents. It also eliminates errors by ensuring accurate collection of all data fields during the process.

### **Interact the Way Your Students Want**

Today's students are highly comfortable with the digital world, having grown accustomed to doing everything they want online from shopping to getting service and support—even hanging out with their friends. They value institutions that enable them to interact digitally end-to-end and are skeptical of those that don't. Keeping interactions digital lets your school be seen as cutting edge.

### **Ensure Adoption with Superior Ease of Use**

Many colleges and universities interact with tens of thousands of students and hundreds or thousands of faculty and staff. And since individual departments have a great deal of autonomy over their procedures, ensuring adoption requires a solution that is highly intuitive. DocuSign delivers this with an easy, intuitive interface - for signers and senders alike.

### **Support Full Mobile Enablement**

It's no longer enough simply to be online; you have to be fully mobile enabled. Studies have shown that over 80% of entering freshmen have smart phones, many using them as their primary computer for communications. DocuSign offers native support for iOS, Android, and Windows 7, so your students can interact with you the way they want, wherever they are, from any device.

### **Streamline the Student Application Process**

Student applications are the lifeblood of any college or university, and while most schools support online applications, the use of wet ink signatures for acceptance is inefficient. Supplementing application and acceptance processes with paper-based signatures is cumbersome for students and staff and interrupts the process flow. Ensure your application process is easy, secure, and 100% digital by using electronic signatures from DocuSign.

*Change advocates [for eSignatures processes] at universities are seeing as much as 70-80 percent reductions in time spent processing paperwork results that impact workflows across the university.*

## Reduce Uncollectibles in Financial Aid Process

Many colleges and universities directly underwrite loans to their students. But when students default, missing signatures on loan documents can make it difficult for collection agencies to do their job. With DocuSign, you can enable the entire financial aid process to be conducted online, ensuring that you collect valid, legal electronic signatures, reducing your risk of non-collection.

## Accelerate Turnaround Time for Research Grants

Federal budget cuts have put University funding proposals under more scrutiny than ever before. Researchers must generate higher-quality grants to maintain their share of a shrinking funding pie. Using DocuSign's advanced workflows lets you more easily route funding proposals to all relevant parties, improving the chances that researchers will catch and resolve budgetary conflicts or instances of unmet requirements earlier in the process. This improves the quality, timeliness, and accuracy of proposals.

## Improve Transparency into Your Campus and Student Processes

Using the DocuSign platform, administrators have visibility over where documents are in the routing and approval process. Automatic reminders and notifications help speed the process. On-demand reporting and dashboards tell you exactly who has—and has not—signed critical documents so that you can maintain complete visibility and control.

## Integrate with Technologies Throughout Your Institution

Many schools are highly siloed with different departments using different technologies and systems. DocuSign enables broad deployment throughout your school by integrating with the widest range of technologies and solutions including student records management, enterprise content management, Salesforce automation, single sign-on, and document management systems. As a cloud service, DocuSign can be implemented immediately, is very flexible, and can be easily embedded into a broad range of processes.

## Wealth Management Use Cases

With DocuSign you can automate a wide variety of processes, including:

- Student applications
- Tuition responsibility
- Financial aid and scholarships
- Transfer requests
- Student petitions
- Class enrollment
- Interdisciplinary applications
- Requests of postponement
- FAFSA forms
- Grant requests
- Scholarship requests
- Transcript release forms
- Change of major
- Title IV authorization forms
- Travel request forms
- Course assignments

## Sample Customers



## About DocuSign

DocuSign® is the global standard for electronic signature®. DocuSign accelerates transactions to increase speed to results, reduce costs, and delight customers with the easiest, fastest, most secure global network for sending, signing, tracking, and storing documents in the cloud.