## SIGNNOW

Press Presentation

- On a daily basis, individuals and businesses sign:
  - LEASES
  - EMPLOYMENT CONTRACTS
  - SALES AGREEMENTS
  - SERVICE CONTRACTS
  - SETTLEMENT AGREEMENTS
  - ...AND EVEN MORE CONTRACTUALLY-BINDING PAPERS!



Physical signatures have been in use forthousands of years, but in an electronically-based world, are becoming increasingly impractical.

## WHAT DO E-SIGNERS/ RECIPIENTS WANT?

SPEED

EASE

ENFORCEABILITY
(WILL A JUDGE ACCEPT THIS AS BINDING?)

## Why don't more people sign online? Why not use DocuSign / EchoSign / Adobe?

- ALL ARE PAID SERVICES, WITH A MINIMAL FREETRIAL
- None provide an easy way to sign your own documents anywhere or sign documents emailed to you
- GETTING A CLIENT SIGNATURE OFTEN TAKES LONGER WITH THESE SERVICES THAN WITHOUT THEM!
- THESE SERVICES REQUIRE REGISTRATION AND EMAIL AUTHENTICATION AND HAVE A
  HIGH LEARNING CURVE WITH AN OVERWHELMING NUMBER OF OPTIONS
- THEY ALL FORCE USERS TO CREATE AN INDIVIDUAL FIELD FOR EVERY SIGNATURE THE SIGNER CANNOT SIGN IF EVEN ONE IS FORGOTTEN!

## DESPITE THE NEED, THERE IS NEAR ZERO ONLINE MARKET PENETRATION

EXISTING E-SIGNING SOLUTIONS ARE NOT CONSUMER FRIENDLY

E-SIGNING SOLUTIONS ARE BUILT PRIMARILY FOR THE ENTERPRISE

Online signing solutions have a market share so small it is practically a "rounding error" (<70K to hundreds of millions of signers in North America alone)

INSTEAD...

**THEY PRINT** 

**THEY SIGN** 

THEY SCAN

**THEY SHIP** 



SIGNNOW LETS YOU SKIP ALL THIS AND SIGN INSTANTLY FOR FREE!

## SIGNNOW

## Free, No Registration, Online Signing

SIMPLY UPLOAD A DOCUMENT, SIGN IT IN YOUR BROWSER, THEN DOWNLOAD OR HAVE IT EMAILED TO YOU.

OR

Upload a document for a client to sign — they receive an email link, sign online, and you are emailed the document immediately upon completion.

SAVE PAPER, TIME AND MONEY BY MAKING SIGNING PAPERLESS, IMMEDIATE AND FREE!

# CUSTOMER TESTIMONIAL: DREW MEDAL PRESIDENT OF AMBITION MAGAZINE

"SIGNING DOCUMENTS ONLINE THROUGH SIGNNOW HAS REDUCED MY STRESS RELATED TO CONTRACT EXECUTION AND LET ME FOCUS ON MY CORE BUSINESS."

- Drew was able to reduce the time it took to prepare and sign a contract by 70%.
- "IT WAS EASIER THAN ANYTHING I'VE SEEN."

## DOCUSIGN DEMONSTRATION

# ACROBAT DEMONSTRATION

# SIGNNOW DEMONSTRATION

## WHAT IS SIGNNOW'S PLATFORM STRATEGY?

#### SINCE WE ARE WEB-BASED - ALL OF THEM.

Desktop Operating Systems:









Mobile Operating Systems:







...AND MORE!

## WHAT IS SIGNNOW'S MOBILE STRATEGY?

SIGNNOW HAS DEVELOPED A MOBILE-OPTIMIZED VERSION OF THE WEBSITE THAT IS AUTOMATICALLY DEPLOYED TO A USER'S SMARTPHONE.

This allows for the extremely simple - and unterhered - signing of any document using your finger. It doesn't require any downloads or app installation to sign!

We are planning to develop IOS and Android apps for later in 2011, as a way to virally spread the SignNow message. That said, we still believe the mobile website is the best and easiest option for platform-agnostic use.

# SIGNNOW How Legal is it?

U.S. COURTS HAVE ENFORCED ELECTRONIC CONTRACTS OF ALL KINDS, INCLUDING CLICKTO SIGN, DRAW TO SIGN AND EVEN RECORDED TELEPHONE AGREEMENTS.

THERE IS NO KNOWN CASE LAW THAT FAILS TO UPHOLD ELECTRONIC CONTRACTS

SPECIFICALLY BECAUSE THEY ARE ELECTRONIC.

# SIGNNOW HOW LEGAL IS IT?

E-SIGNATURES ARE LEGALLY ACCEPTED FOR NEARLY EVERY PURPOSE.

SINCETHE PASSING OF THE UETA (UNIFORM ELECTRONIC TRANSACTIONS ACT) IN 1999 & ESIGN (ELECTRONIC SIGNATURES IN GLOBAL AND NATIONAL COMMERCE ACT) IN 2000, THERE HAS YET TO BE A SINGLE CASE INVOLVING A DOCUMENT THROWN OUT SOLELY BECAUSE OF AN ELECTRONIC SIGNATURE.

# SIGNNOW HOW LEGAL IS IT?

LEGISLATION AND COURT CASES HAVE MADE IT CLEAR THAT ELECTRONIC SIGNATURES ARE PERFECTLY VALID, LEGAL AND BINDING IN THE US AND MOST NATIONS GLOBALLY. LAWS SINCE THE TELEGRAPH HAVE SUPPORTED ELECTRONIC SIGNATURES AND ESIGN / UETA SOLIDIFIED THIS IN THE US. THE FEDERAL RULES OF EVIDENCE AND THE UNIFORM RULES OF EVIDENCE ALLOW ELECTRONIC RECORDS OF VARIOUS KINDS AS EVIDENCE.

# SIGNNOW HOW LEGAL IS IT?

3 LEGAL CASES IN WHICH US COURTS UPHELD THE USE OF ELECTRONIC SIGNATURES:

COMPUSERVE, INC. V. PATTERSON, (1996)

LIESCHKEV. REALNETWORKS, INC., (2000)

AMERICA ONLINE, INC. V BOOKER, (2001)

**BOTTOM LINE: E-SIGS ARE LEGALLY VALID, BINDING & ENFORCEABLE** 

# SIGNNOW HOW LEGAL IS IT?

#### Is an e-signature legal in all 50 states?

YES, MOST STATES HAVE ENACTED UETA, WHICH ALLOWS FOR VALID ELECTRONIC SIGNATURES. THE FEDERAL ESIGN ACT FURTHER ENSURES THAT E-SIGNING IS LEGAL EVERYWHERE IN THE US.

A VERY FEW EXCEPTIONS FOR E-SIGNING VALIDITY EXIST IN SAFETY-CRITICAL MARKETS SUCH AS NUCLEAR POWER PLANTS OR AIR TRAFFIC CONTROL TOWERS — HOWEVER, THE AVERAGE USER IS UNLIKELY TO EVER COME ACROSS SUCH AN EXCEPTION.

# SIGNNOW How Legal is it?

#### WHAT IS BEST SIGNED WITH A PHYSICAL SIGNATURE?

Outside of the safety-critical markets previously cited that cannot use e-signing, there are other documents that, while likely still legal and valid transactions with an e-signature, are perhaps best physically signed:

- WILLS, CODICILS OR TESTAMENTARY TRUSTS
- UCC (Uniform Commercial Code) transactions (excluded by UETA but in appropriate instances the UCC allows for electronic treatment)
- Any notice of cancellation of utility service
- A NOTICE OF DEFAULT, FORECLOSURE OR SIMILAR TRANSACTION ON A PROPERTY

# SIGNNOW How Safe Is IT?

SECURITY AND PRIVACY ARE PRIMARY CONCERNS FOR ANYONE CONSIDERING E-SIGNATURES.

#### FOR SECURITY:

- \* HTTPS secure connection to website by default
- \* SIGNNOW HAS PARTNERED WITH SYMANTEC TO OFFER MILITARY-GRADE, AES 256-BIT ENCRYPTED CERTIFICATES TO IDENTIFY A USER'S IP ADDRESS
- \* Uses Amazon's cloud infrastructure resilient & scalable

# SIGNNOW How Safe Is IT?

#### FOR PRIVACY:

SignNow has an iron-clad, open privacy policy that enforces a 30 minute deletion of all files upon completion of a signature

No registration required

Never spam, sell or rent user information

DOCUMENTS ARE ONLY PUBLICLY AVAILABLE AT USER REQUEST

## ABOUT SIGNNOW MANAGEMENT TEAM

#### **CEO AND CO-FOUNDER: CHRIS HAWKINS**

West Point -- Company Commander

TECH ENTREPRENEUER

SIGNATURE EXPERT (WROTE A BOOK ON THE TOPIC)

HIGH-LEVEL TECHNOLOGY & LEGAL GURU

BOURBON FAN (BARRELS HIS OWN WHISKEY!)

#### President and Co-Founder: Andrew Ellis

PORTFOLIO MANAGER AT HEDGE FUND -- MANAGED \$100M FOR 4 YEARS

FINANCE/USER EXPERIENCE DEVOTEE

USC BUSINESS SCHOOL GRADUATE AND FOOTBALL FAN

## ABOUT SIGNNOW FUNDING & ADVISORS

Angel financed for \$500K from legal experts & technology gurus

#### **MANAGEMENT ADVISORY BOARD:**

Michael Lee Hawkins, General Counsel QLogic (Fortune 500 Company)
Mike Ellis, Veteran Software Entrepreneur & Technical Advisor

#### **LEGAL TEAM:**

Margo Tank, BuckleySandler LLP (electronic signature experts)

GO TO SIGNNOW.COM AND UPLOAD YOUR DOCUMENT NO REGISTRATION. I 00% FREE. SIMPLE.

FOR MORE PRESS INFORMATION, PLEASE CONTACT:

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### **THANK YOU!**