



Corporate Backgrounder

In 2008, Chris Hawkins and Andrew Ellis were working in the financial services industry when they became aware of an unnecessary inefficiency – their business involved coordinating daily signings of contracts and agreements, yet the process for executing these documents seemed firmly stuck in the Stone Age.

Clients wasted paper printing documents, then needed scanners and fax machines, or had to pay and wait for the document to be shipped across the country. Occasionally Chris and Andrew tried arranging online signatures, but the available services were labor intensive and many clients could not figure out how to use them. Most importantly, the time it took to fully execute contracts ranged from a few days to a few weeks, when it should have taken mere minutes.

When notarization services were required for a document, inordinate amounts of time and money were squandered locating an available notary, setting an appointment days in advance, and then paying for travel time. Nobody seemed to offer an alternative to this inefficient notarization process.

Why wasn't there a better way?

Chris and Andrew set out to solve this problem in February 2010. They founded SignNow™, Inc. in Newport Beach, CA and received \$500K in Angel financing to aid in the development of their new product line of secure, verifiable yet simple ways to e-sign and notarize documents. They researched the legality and logistics of e-signing – the results of which were published in Chris' 2011 book "A History of Signatures: From Cave Paintings to Robo-Signings" – in order to inform the development of new solutions.

In January 2011, SignNow launched a public Beta of NotaryNow™, which allows users to conveniently and inexpensively notarize a document from anywhere with a webcam. The NotaryNow service eliminates the inefficiencies of locating a notary, scheduling an appointment, and paying a notary to travel. Learn more at www.notarynow.com.

The free SignNow e-signing product was launched in April of 2011, bringing the millennia-old practice of using hardcopy signatures into the digital age. Designed to meet or exceed the security provided by long-standing handwritten practices, SignNow offers an extremely simple, effective and mobile way to e-sign digital files without the need to scan, fax or mail documents. Learn more at www.signnow.com.