

Silanis is a Finalist in IBM Beacon Awards

Montreal, QC, June 10, 2009 – Silanis Technology, the leader in [electronic signatures](#), announced today that it is a finalist in the IBM Beacons Awards, in the category of Outstanding Industry ISV.

The award recognizes the best solutions IBM Business Partners deliver across its business and around the world. Silanis was chosen as a finalist, out of hundreds of applicants, because its solutions provide the missing link for achieving straight-through electronic processing and eliminating unnecessary paper and energy wastes associated with capturing signatures in documents.

“Silanis is honored to receive this distinguished award from IBM,” said Tommy Petrogiannis, president and co-founder of Silanis. “As a partner of IBM, we are committed to promoting green business processes that benefit both the environment and the clients we serve.”

Electronic signatures enable documents to be routed, signed, verified and stored electronically. By eliminating paper from the process, organizations significantly reduce cycle times and paper-related costs, such as printing, shipping, scanning, manual QA, and data re-keying. It also enables electronically signed documents and the data contained therein to be automatically redistributed to and accessible via other back-end systems, making straight-through electronic processing possible.

The benefits to IBM and Silanis’ joint clients have been substantial. The [US Army](#) now completes reports involving personnel spread around the world in less than one hour, and saves \$28 million dollar a year in one process alone, thanks to a joint solution provided by IBM and Silanis.

A [large property and casual insurance provider](#), on the other hand, reduced the time it takes to complete new customer applications from 52 days down to 10 minutes, while dramatically reducing “not in good order” applications and shaving \$10 off of each new business application policy.

In late 2008, Silanis received enhanced partner status from IBM in recognition for the value its solutions provide for the insurance market. Silanis is now part of IBM’s variable annuities showcase.

As a finalist for Beacon Award, IBM recognizes that Silanis has “set a standard for business excellence, unique and innovative solutions, ingenuity, and customer satisfaction”.

About Silanis

Silanis Technology is the leading provider of e-signature process management solutions. The world’s leading insurance and financial services companies, major government agencies, integrators and service providers depend on Silanis to accelerate business transactions and reduce costs while improving compliance with legal and regulatory requirements. The company’s electronic signature platform, ApproveIt®, is an enterprise-class e-signature process management solution that transforms paper-based business transactions to all-electronic, web-based processes for e-commerce and e-government.