

# Silanis brings electronic signatures to IBM LotusLive online collaboration and social networking services

**Montreal, QC, January 18, 2010** - Silanis Technology, the leader in [Electronic Signature Process Management](#), today announced [e-SignLive™](#) and [e-SignRoom™](#) - two electronic signature services for [IBM LotusLive](#). The new [e-SignLive™](#) and [e-SignRoom™](#) services will be integrated with LotusLive to enable business users, customers and business partners to come together in a secure and compliant collaborative extranet environment where business documents and legal contracts can be reviewed, modified and signed electronically.

"Collaborative e-commerce means being connected electronically to your customers, partners, and colleagues at all times so that business transactions can be fully executed and completed online from anywhere in the world, including the signing of documents," said Tommy Petrogiannis, CEO and co-founder of Silanis. "Silanis and IBM are making collaborative e-Commerce possible for the first time by bridging enterprise collaboration and business process management."

[LotusLive](#) provides integrated, Cloud-based email, Web conferencing, instant messaging, file sharing, relationship management and project tracking that enables collaboration beyond corporate boundaries with a focus on security, reliability and enterprise integration.

Silanis' [e-SignLive and e-SignRoom](#) services integrate seamlessly with [IBM LotusLive](#) to keep all business processes and interactions electronic – including when signatures are required to complete time-sensitive business activities. The services guide all parties through an electronic document review and signing process, while ensuring documents cannot be returned if they are missing any data, signatures or initials. Moreover, the services produce strong Electronic Evidence™ of what took place during the online process for legal and audit purposes.

An executive dashboard is also available with the e-SignRoom service that provides managers with a real-time view of all the business transactions they have initiated and are responsible for. The progress of time-sensitive e-signing activities can be monitored using the dashboard, such as which documents have been signed, by whom and when, and which are still pending – so that immediate corrective action can be taken as needed.

Eliminating paper and the manual processing of documents enable business transactions to be completed faster, more efficiently and with no errors, while significantly reducing costs and business risks. The combined IBM LotusLive and Silanis e-signature services provide an ideal solution for executing and completing a variety of documents online, such as: legal agreements, procurement contracts, non-disclosure agreements, M&A agreements, employee and customer on-boarding documents, insurance applications, and credit applications.

"LotusLive enables companies to easily work together across company boundaries," said Sean Poulley, IBM vice president of online collaboration services. "The combination of LotusLive's integration platform and Silanis' e-signature workflow capabilities makes it possible for our joint customers to seamlessly infuse collaboration into a business process to speed up the signature process and track interactions."

The Silanis [e-SignLive and e-SignRoom](#) services make it easy to prepare documents for e-signing using an easy-to-use, Web tool. Once documents are prepared and participants are identified, the system sends an email inviting all parties to log into LotusLive where they are then presented with all of the documents. Participants are then guided to sign and initial in all the correct places within each document using their mouse.

e-SignLive enables multiple people to e-sign and initial one document at a time, while e-SignRoom was designed to orchestrate the execution of more complex, enterprise e-signing processes involving multiple documents and multiple signers. e-SignRoom also captures

secure Electronic Evidence of the entire collaborative e-signing process and integrates with IBM FileNet Content Manager.

The entire ceremony takes place within a Web browser so that no plug-ins, additional software or special hardware are needed. This easy "click-to-sign", browser-based process makes it possible for anyone to participate in the electronic signing ceremony, and ensures high user adoption.

"Silanis chose IBM LotusLive because it provides business users with the most comprehensive set of collaboration features and it enables solution providers to easily introduce applications for the platform," said Petrogiannis. "The API and support provided by the IBM team made integrating Silanis' electronic signature process management solution into LotusLive straightforward and fast."

A beta version of the product will be available end of January including a beta program for interested parties. The e-signing solutions will be available in the second quarter of 2010.

[Watch a e-SignRoom and LotusLive customer testimonial](#)

#### **About Silanis**

Silanis Technology Inc. is the leading provider of Electronic Signature Process Management solutions. The world's largest 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. Visit us on the Web at <http://esignlive.silanis.com/>