

## **Spanning Source signs up for Silanis e-SignLive and IBM LotusLive: Advisory services firm to use e-signatures and online collaboration for its B2B processes.**

Montreal, QC, June 23, 2010 - Silanis Technology today announced that [Spanning Source](#), an advisory services firm to the financial services, insurance and pharmaceutical industries, has signed up for the combined [e-SignLive](#) and [LotusLive](#) cloud-based services from Silanis and IBM. Spanning Source will use the integrated services to electronically sign NDAs, contracts and other project documents with its clients, as well as hold Web meetings and video conferences, manage project activities, and share files in a secure online environment.

Keeping its B2B processes fully electronic in this collaborative e-commerce environment will make it faster, easier and more convenient for its stakeholders to do business with Spanning Source.

"As an advisory services firm to several Fortune 100 companies, Spanning Source's mandate is to find ways our clients can increase their competitiveness by leveraging innovative approaches to globalization, such as smart-sourcing," said a spokesperson for Spanning Source. "The [LotusLive](#) and [e-SignLive](#) services will give our prospects and clients a taste for how they can improve their own B2B and B2C processes, while also positioning Spanning Source as a firm that is easy to work with."

The advisory services firm will initially invite prospects into LotusLive to present their expertise and services in a virtual 'face-to-face' online meeting supported by Web conferencing.

When the prospect is ready to move to the next step and learn more about Spanning Source's unique services and ideas, they will be invited back into LotusLive to electronically sign a non-disclosure agreement (NDA) using the integrated [e-SignLive](#) service from Silanis.

Additional Web meetings will be held as sales proposals, statement-of-work (SOW) documents, and contracts are presented, reviewed and modified using a collaborative online process. Participants will be able to make changes to documents during online meetings through the application-sharing and desktop-sharing features of LotusLive where redline changes can be reviewed as they are made.

As each document is finalized, parties will be invited back into [e-SignLive](#) to electronically sign it. Spanning Source will also use [LotusLive](#) and [e-SignLive](#) to manage projects and share files with clients throughout the execution and delivery phases of its services, and to electronically sign any additional documents, such as partnership agreements and project addendums.

"Our clients come from industries where compliance, privacy and risk mitigation are top priorities," said the spokesperson at Spanning Source. "LotusLive and e-SignLive will enable us to conduct business in a secure online environment where we can have candid conversations and produce the strongest electronic evidence and audit trail that is available to our customers."

Spanning Source also plans to use the IBM and Silanis services to attract angel investors and secure funding for its upcoming humanitarian project. The initiative, named 'AniMazing Opportunities' aims to bring 'An Amazing Educational Opportunity through the use of Animation' to more than 1 billion children across 100 countries. It will be the single largest application of globalization in the world.

"e-SignLive combined with LotusLive offers a cost-effective, best-of-breed solution for negotiating and signing business deals on the cloud," said Robert Al-Jaar, Executive Vice-President and Chief Technology Officer at Silanis. "For the first time ever, organizations can benefit from electronic signatures, while harnessing the power of online collaboration and social networking during the negotiation and pre-signing processes. There is no other solution like it on the market today. It makes collaborative e-commerce possible."

## **Silanis and IBM to Co-Host a Live Web Seminar**

Join us for a free [live Webcast](#) on June 22 at 2:00 pm (EST) as executives from Silanis and IBM discuss trends in collaborative e-Commerce and demonstrate e-SignLive and LotusLive.

[Learn more about the Webcast and Register](#)

### **Free 30-Day Trial**

[Click here for a free 30-day trial of e-SignLive](#)

### **About e-SignLive**

e-SignLive is made of e-SignDoc and e-SignRoom. The e-SignDoc service enables business process owners to invite people outside of their organization into LotusLive's secure online environment to review and electronically sign one document at a time.

The e-SignRoom service, on the other hand, enables multiple documents to be reviewed and signed electronically by multiple people, while also giving business process owners real-time visibility into time-sensitive e-signing activities in order to monitor who has signed what documents and when. Visit us on the Web at <http://www.e-signlive.com/services.html>

### **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.

### **About Spanning Source**

As an independent advisor, Spanning Source partners with clients who are expanding internationally, or planning to globalize their business. We assist in optimizing worldwide business operations with the most efficient combination of in-sourcing, out-sourcing, off-shoring, and smart-sourcing solutions. Spanning Source operates using the business model of the Agile Enterprise. Based on the five basic criteria critical to the success of any endeavor (Visibility, Velocity, Flexibility, Quality and Efficiency), we work directly with our clients to see what's important to them, and move quickly to achieve their goals using the right balance of cost, quality and speed. Spanning Source delivers media in concert with trusted partner, RogoMedia [www.rogomedia.com](http://www.rogomedia.com). [www.spanningsource.com](http://www.spanningsource.com)