



SALES TEAMS AND GOPAPERLESS

WHAT CHALLENGES DO SALES TEAMS FACE?

27% of salespeople are spending over an hour a day on data entry work instead of selling, meaning **critical time is lost** to administrative work.

Administrative tasks such as paperwork with the net negative effectiveness score -14.8% is almost as ineffective **as personal downtime** like checking Facebook.

Reducing the length of sales cycle is the next year's goal for 32% of sales reps.

Speed and convenience matter the most, each hitting over 70% in importance to consumers. If the customers find the purchasing process too difficult 76% of them **are likely to switch brands**.

56% percent of customers (including 66% of business buyers) actively seek to buy from the most innovative companies. Therefore, 80% of decision-makers are concerned that their business could be **at risk of being left behind** by their own competitors due to inability to keep up with digital innovations.

WHICH DOCUMENTS CAN I SIGN?

E-sign and e-seal a variety of documents across different stages of sales cycle:

- ✓ Proposals and bids
- ✓ Sales orders
- ✓ Financial agreements
- ✓ Sales quotes
- ✓ Customer agreements
- ✓ Sales receipts
- ✓ Delivery orders
- ✓ Invoices

WHAT CAN HELP SOLVE CHALLENGES IN SALES?

Paper processes hold back sales departments from closing deals faster, thus, reducing productivity and income. Sales representatives spend only ~35% time on selling.

It is possible to increase the amount of time selling by addressing the 14.8% of time spent on administrative tasks. If some of the time spent on administrative tasks could be spent on more effective tasks, productivity could make a dramatic increase.

At the same time, when a sales person is closing a sale it's imperative to sign a service contract as soon as possible to ensure that the customer will follow through with their decision. If the customers are not able to sign documents the same day, service providers can't give access to the service or product right away resulting in the probability of customer's interest drifting away. This is due to speed and convenience being the most important things to consumers. Those who get it right prioritise technologies that foster or provide these benefits. Electronic document signing here can make a difference by significantly shortening sales cycle, thus increasing revenue, as well as improving customer experience.



HOW GOPAPERLESS HELPS SALES TEAMS?



Faster closed deals

Putting an end to wasting time on chasing down physical signatures will allow you to build a productive salesforce mechanism by getting rid of what's holding back on closing deals and focusing on results.



Saved costs

Giving up paper and digitising sales processes will allow you to save expenses on paper, printing and mailing, as well as increase efficiency due to shortened document signing cycles.



Improved customers experience

With e-signing you will be able to save your customers the trouble of a long contract signing process resulting in convenience, instantly received service or product and thus improved overall user experience.



No mess

With e-signatures your documents won't get lost in the process of mailing and you will be able to keep your documents securely stored and in order by categorising them.



Instant changes

GoPaperless works well with your already used CRM. GoPaperless can be integrated directly into it or be used on our infrastructure with only seconds to onboard.

HOW DOES A GOPAPERLESS PROCUREMENT PROCESS WITH GOPAPERLESS LOOK LIKE?

01

Upload and share

Upload a document that needs to be signed and add signing parties-they will be notified automatically

02

Approve or sign

Approve or sign the document with your preferred eID with just a few clicks.

03

Track progress

See all the actions performed by the users through a detailed list of events.

ABOUT GOPAPERLESS

GoPaperless is the biggest electronic signature solutions provider in the Vietnam building simple, easy-to-use and accessible technologies for e-signing and e-identification.

Document signing portal

We offer the only document signing portal that handles the entire lifecycle of digitally signed documents-from document signing with third parties to document archiving. It is not just a convenient tool to use but also to be sure that the document is and will stay legally binding.

More info: <https://gopaperless.mobile-id.vn/>

API solutions

We offer a full range of services for businesses that want to integrate e-signature into their own information systems. Our simple-to-use APIs allow integrating any functionality with ease. We cover a wide range of eIDs in the Asia, all major e-signature file formats and MobileID providers in Vietnam.

More info: <https://gopaperless.mobile-id.vn/solutions>