

# Law Firms:

Add Massive Efficiencies, and Delight  
Your Clients, with eSignature Capability



[jsign.com](https://jsign.com)

+1 (833) 717-1154

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*How jSign and a user-friendly API can help you free your staff from time-consuming workflows, deliver a better client experience, and safeguard your firm's legal interests.*

## If getting forms signed still involves a **courier and a bicycle...**

How much time could your associates, partners, and support staff save if you didn't need to schedule clients to come to your office and sign contracts?

How much money could your firm save if you never again needed to FedEx or send a courier to deliver physical documents to clients for signature?

How much could you improve your client experience if, rather than asking them to print, sign, and scan your legal documents, you made it easy for them to click a few buttons and drop in their electronic signature from anywhere?



## Not all eSignatures are equal in **the eyes of the law**

One common reason law firms seek us out at Consensus Cloud Solutions is that despite having moved most of their operations to digital platforms – practice management solutions, billing apps, legal CRMs, etc. – every workflow involving a signature forces their employees (or clients) out of those digital environments and into the analog world of paper and pen.

Many of these firms have been understandably reluctant to adopt eSignatures. After all, attorneys know that the law treats electronic signatures very differently depending on what the parties can or can't prove about those signatures. To satisfy the conditions of the federal E-Sign Act of 2000, for example:

- ☑ You must be able to prove the eSignature was in fact added by the party to the agreement (in other words, not forged).
- ☑ You must be able to prove the signer intended to sign the contract (thereby demonstrating agreement with the document's content).
- ☑ You must be able to prove the signed version of the contract is the final version (i.e., the document has not been altered or tampered with since the signature was added).
- ☑ For deadline-based contracts or other legal documents, you'll be required to prove the time that the signature was added.

The traditional electronic signature process – dropping a digital image of a handwritten signature into a PDF – would fall short of legal viability on every count above. You can't prove who dropped in that digital image, when they did so, whether they knew what they were signing, and that the document hadn't been altered after the signature was added.

Unfortunately, though, many of the commercial eSignature apps on the market today also fall short

of these legal proof points. And that's primarily due to the fact that most eSignature solutions don't use the most decentralized, secure, and tamper-proof technology – blockchain – to record and store their signatures.

Which is why you're making a smart move researching **jSign** – the eSignature solution built on blockchain technology.

## What jSign and our easy-to-use API can do for your firm

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In addition to helping make your eSignatures compliant with E-Sign and other relevant laws, implementing jSign can add improvements to many of your everyday workflows, save your staff enormous amounts of time, and help you create an outstanding client experience.

Here are just a few ways that integrating jSign's eSignature capabilities into your workflow apps (using our intuitive API) can improve operations across your firm.

### 1. Speed and improve your client intake process.

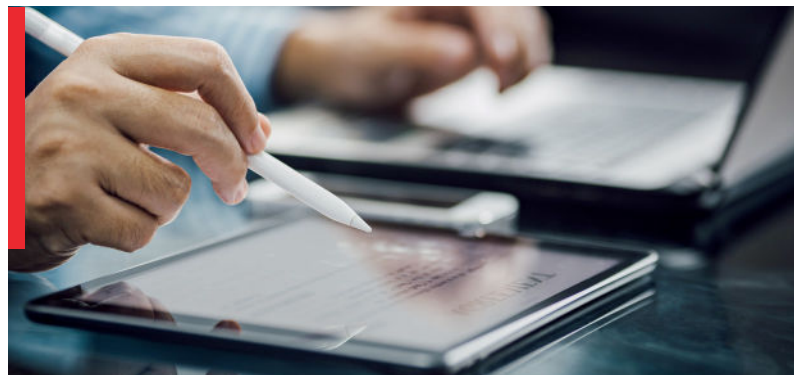
If your firm is like many we speak with, you're still stuck gathering new clients' signatures on key forms – such as retainer and fee agreements – the slow and tedious way. Your staff emails these documents (or sends them through your client intake platform) but does not have an automated, digital process for collecting the signatures.

That means clients have to find their own solution – which usually means either printing, adding a "wet" signature, and scanning the document back in so they can return it to you, or dropping a digital image of their

handwritten signature into the electronic form. In both cases, the process will take longer and will often require manual follow-up from your staff.

With jSign, you can easily embed full-featured electronic signature capability into your intake process. If you're sending retainer agreements and other new-client forms by email, you can simply add jSign to those document templates.

And if you're using client intake software, you can use the jSign API to integrate our electronic signature capability right into your software platform.



## 2. Nail down witness statements and other key documents more quickly.

Let's say your staff frequently needs witnesses to sign affidavits. If you're communicating with those witnesses remotely, the signature step is probably the most challenging. Your choices might be limited to sending a physical copy to the witness for signature or asking the witness to visit your office to sign it.

Those extra, time-consuming steps likely mean that you'll be waiting longer for the average affidavit to be signed and returned to your staff.

But by using **the jSign custom templates feature**, you can build eSignature functionality right into your standard affidavit template. That will allow your witness to easily add their signature with just a click or two after reviewing the document. In fact, your staff can even review the affidavit with the witness over the phone and receive their eSignature in real time.

No more hours- or days-long waits for key witness documentation. No more FedExing, no more time-consuming witness visits to your office for signatures, and no more bike messengers needed.

**Note:** *With documented witness testimony (and other content that could affect your cases), the verifiable authenticity of your signatures will be essential. And here's where jSign's unique security and tamper-proof features – and our use of blockchain – will prove valuable. Using jSign to collect these eSignatures means your firm will be able to **prove the who** (through IP addresses and GPS tracking of the signature site), **the when** (through timestamping),*

### About jSign

Part of the Consensus Cloud Solutions family (NASDAQ: CCSI), jSign is a leading e-signature provider for heavily regulated businesses. The only solution of its kind built on blockchain technology, jSign offers businesses a simple, highly affordable e-signature platform with enterprise-level capabilities—including certificates of completion, full audit trails, non-repudiation protection, and fraud prevention.

*and the signer's intent (through mandatory signer acknowledgments).*

## 3. Respond more quickly and easily to important faxes with the jSign API.

Because the legal profession remains one of the few industries still dependent on faxing for sensitive data exchange, we'll assume your practice maintains some type of in-house fax capability.

We hope you're not stuck using desktop fax machines. If you are, your first step should be migrating to a trusted, legally compliant digital cloud fax solution. The gold standard here is Consensus's **eFax: the cloud fax platform more than 40% of America's top law firms trust** with their most sensitive client data.

*See how the  
900-attorney firm  
Duane Morris LLP  
uses eFax to improve  
its fax workflows*

And if your firm already has a cloud fax solution, you can use the jSign API to embed full-featured eSignature capability right into your staff's fax workflows. That means you'll be able to receive and review important faxes (business contracts, retainer agreements) digitally, on any device, and add your firm's digital countersignature in just a few clicks.

**Ready to see  
it in action?  
Book your free  
demo of jSign**