

CASE STUDY

Lawsuit Ventures

Lawsuit Ventures reduced contract TAT by 50% and streamlined secure, compliant agreements with ZoopSign.

LAWSUIT VENTURES

Use case	Client Agreements
Feature used	Aadhaar eSign
Region	India
Switched from	Physical Document Signing
Industry	B2B Non-Litigation Financing

Client Overview

Lawsuit Ventures, a pioneer in B2B non-litigation financing, specializes in enabling businesses to manage cash flow with ease. Their operations rely heavily on meticulous contract management for client agreements, necessitating compliance, security, and efficiency.

The Challenge

Before adopting ZoopSign, Lawsuit Ventures faced significant workflow inefficiencies:

1. Lengthy Turnaround Times

With contracts being sent via mail, the typical turnaround time (TAT) was 1 week.

2. Cumbersome Signing Process

Clients were required to use their own digital signature certificates (DSC) or print, sign, and return documents, creating unnecessary cost and effort.

3. Document Management Difficulties

Storing and retrieving signed agreements was not always seamless, occasionally hindering productivity.



Additionally, the organization struggled with minor issues in search functionality and encountered instances where their clients experienced difficulties in the signing process, particularly traditional users.

The Solution

ZoopSign's Aadhaar-based eSign technology proved to be the perfect solution for Lawsuit Ventures' needs. Here's how the platform addressed their challenges:

- **Compliance & Security:** With legally valid signatures and end-to-end document security, ZoopSign ensured compliance across their workflows.
- **Streamlined Turnaround Time:** Reduced contract TAT by 50%, from a week to just 3–4 days.
- **Cost Savings for Clients:** Eliminated the hassle of clients having to manage DSCs or print physical documents, improving user satisfaction.

Features They Loved

- Auto reminders to nudge signers, keeping track of agreements.
- Templates and MS Office integration are needed to create agreements quickly.
- Easy storage and access to all their contracts in one centralized system.

How It Works for Lawsuit Ventures

Every month, Lawsuit Ventures processes 5–10 agreements using ZoopSign. Contracts involve two signers (Client and Business Development Associate), and key features like recipient authentication and signing order ensure precision and compliance.



Outcomes Achieved

1. Efficiency Boost

- Contract signing is made faster and easier with Aadhaar-based eSign.
- Search and retrieval of documents are more straightforward, keeping operations smooth.

2. Workforce Optimization

- Their BDA team saves time and focuses more on high-value tasks, with repetitive signing burden eliminated.

3. Satisfied Clients

While 1–2% of their traditional clients still prefer physical signatures, the majority have embraced ZoopSign's digital process, making the overall experience faster and more reliable.

Feedback & Follow-Up

Lawsuit Ventures rated their experience with ZoopSign an impressive 8/10. To further enhance usability, ZoopSign has provided them with demos of new features to address minor concerns like document search and user-side signing issues.

Future Scope

Although currently used for client agreements, Lawsuit Ventures is exploring the possibility of adopting ZoopSign for internal HR documents to digitize their in-house processes further.



Key Benefits at a Glance

- 50% Faster Turnaround Time: Contracts completed in just 3–4 days compared to 1 week previously.
- User-Friendly Features: Auto reminders, templates, and secure document storage simplify the signing process.
- Compliance & Legal Validity: Aadhaar eSign ensures every document is secure and legally binding.

Lawsuit Ventures continues to maximize its operational efficiency with ZoopSign's advanced eSign solutions, and their journey is a testament to how digital transformation elevates not only workflows but also client satisfaction.

