

CASE STUDY

# Mighty Warner

Reduced signing time from days to 15-20 minutes and costs by 80% using ZoopSign's Aadhaar eSign.



Use case	NDAs, proposals
Feature used	Aadhaar eSign
Region	India
Switched from	Courier & in-person signing
Industry	IT Solutions

## Client Overview

Mighty Warner, a dynamic IT solutions provider, specializes in delivering cutting-edge technology services. As part of their business operations, they frequently handle NDA and proposal documents, requiring efficient, secure, and fast signing processes to cater to their diverse client base.

## The Challenge

Before adopting ZoopSign, Mighty Warner faced significant inefficiencies in their document signing workflows:

### 1. Lengthy Turnaround Times

- 1 week for contracts sent via courier to distant clients.
- 2-4 hours when agents physically delivered documents to signers within the same city.

### 2. High Signing Costs

- Each contract signing incurred expenses of Rs.150, including courier, transportation, and manpower costs.



### **3. Manual Effort**

Valuable manpower resources were tied up in handling physical document signing logistics

The company needed a digital solution to simplify its workflows, reduce TAT and costs, and redirect resources to high-priority tasks.

### **The Solution**

Mighty Warner implemented ZoopSign's Aadhaar eSign for their business-critical NDA and proposal documents. By using ZoopSign, the company completely digitized its agreement process, eliminating the need for physical travel and courier services.

### **Key Features Used**

- **Templates:** Simplified repetitive tasks with only one variable field to update per document.
- **WhatsApp Signing Invite:** Made document signing easier and quicker for clients.
- **Auto Reminders:** Reduced manual follow-ups by notifying clients to complete signing promptly.

### **Results & Benefits**

#### **1. Faster Turnaround Time (TAT)**

- Signing time was reduced drastically, from 1 week or hours to just 15–20 minutes for every agreement.

#### **2. Significant Cost Savings**

- Direct costs dropped from Rs.150 per signing to just Rs.32 per eSign transaction, cutting signing expenses by nearly 80%.



### 3. Manpower Optimization

- Freed up operational resources previously occupied by runners and couriers, allowing employees to focus on more strategic tasks.

### 4. Enhanced Workflow

- Faster proposal completions led to quicker decision-making, aligning perfectly with client expectations.

### 5. Overall Satisfaction Rating

- Mighty Warner rated ZoopSign 4.5/5, appreciating its simplicity, cost-effectiveness, and impactful results.

## Positive Outcomes

- Mighty Warner has expressed enthusiasm about ZoopSign's templates feature after a demo and plans to incorporate it into their workflow consistently.
- The client intends to submit a Capterra review soon and is considering providing a video testimony based on their positive experience with the platform.
- No issues have been reported while using ZoopSign for signed documents.

## Key Benefits at a Glance

- New TAT: Signing in 15–20 minutes vs. earlier delays of hours to days.
- Cost Savings: Reduced signing expenses by ~80% (from Rs.150 to Rs.32 per document).
- Resource Optimization: Eliminated manpower need for delivery, saving time and effort
- Functionality Highlights: Templates, WhatsApp invites, and seamless auto reminders streamlined signing processes.



## **Future Scope**

Currently, Mighty Warner continues signing NDAs and proposals via ZoopSign but completes in-office HR document signing manually. With ZoopSign's ongoing updates and feature enhancements, Mighty Warner is considering expanding ZoopSign's usage to internal processes to increase efficiency further.

