

# Dropbox Channel Partners:

## The award-winning, easy-to-use eSignature solution



Here's why companies are switching from legacy eSignature providers to HelloSign.

### Ease of Use

HelloSign is dedicated to creating the most intuitive, easy to use eSignature product without compromising functionality.

- Easy to adopt, use, train, administer, maintain, and configure
- HelloSign's intuitive user experience helps with speed and ease of implementation
- HelloSign outranks all legacy eSignature players in both "ease of use" and "ease of administration" categories -G2 Crowd\*
- A responsive design makes it easy for signers to go through documents from any device type
- Customers ranked HelloSign the fastest and easiest to implement, and best in class for ease of use -G2 Crowd\*

### ● Legacy eSignature Providers

- Have hundreds of bells and whistles that create more confusion than value (what we refer to as "feature bloat")
- eSignature is not their core focus, which means fewer product updates and innovations
- Have unnecessary clutter that can confuse signers
- Like most old technology companies, their interface is bulky and unintuitive

"We like the ease of use for the employees and for the customers. The service is very straightforward and easy to understand. The business account gives us the ability to set our documents up as templates which really takes the guesswork out of it for the employees who are interacting with the customers."

**Jenna Metheny**  
Customer Service Area Manager,  
Kamps Propane

### Leader

HelloSign is trusted by millions of users around the world and recognized as an eSignature leader.

- Recognized leader: HelloSign named a "Leader" in [The Aragon Research Globe™](#) for Digital Transaction Management 2020
- HelloSign was ranked highest by G2 Crowd\* for both "Enterprise Scalability" and "API Ease-of-Use"
- As part of the Dropbox family, HelloSign is compliant and secure in the areas that matter most: ISO 27001, SOC 2 Type II, HIPAA, GDPR, eIDAS, and more

"We chose HelloSign because our customers rely on a trusted authority to provide top of the market information security and visibility into the eSignature process."

**Rebecca Kacaba**  
CEO and Co-founder,  
Dealmaker

### ● Legacy eSignature Providers

Independent users of G2 Crowd\*, the world's leading business software review platform, reviewed HelloSign alongside DocuSign and Adobe Sign. HelloSign has ranked ahead of both in the following categories:

1. Likely to Recommend = HelloSign Wins
2. Heading in the Right Direction = HelloSign Wins
3. Ease of Admin = HelloSign Wins
4. Ease of Doing Business = HelloSign Wins
5. Quality of Support = HelloSign Wins
6. Ease of Setup = HelloSign Wins
7. Ease of Use = HelloSign Wins
8. Meets Requirements = HelloSign Wins

## Support

All HelloSign customers get support from real live humans—not bots—at no additional cost.

We take support seriously because we understand that eSignature powers a critical part of your business. HelloSign has an in-house support team that quickly and accurately responds to any questions you may have.

- Award-winning technical and customer support included at no cost
- Regular updates on best practices, performance tuning, and product release articles
- Superior and dedicated support from humans, not bots

### ● Legacy eSignature Providers

- Only offer free chat support
- Support from humans charged at an additional cost
- Premium support will cost you an extra 10-20% per year

“With HelloSign, I immediately felt there was an understanding of what our goals were. When we engaged HelloSign Support with questions, we got feedback within an hour, and it was always aligned with what we were trying to do.”

**Joe Timmer**

Lead Developer, AdvicePay

## Value

Our pricing is transparent, honest, and favorable compared to legacy eSignature vendors.

- We are transparent with our customers
  - We have competitive pricing with no price hikes at renewal, no hidden overages, and no additional fees
- Web App customers get UNLIMITED signature requests!
- Fastest time to value: Get to ROI 2x faster than most legacy competitors —G2 Crowd\*
- Both monthly and annual billing options are available for added flexibility

### ● Legacy eSignature Providers

- Push customers to sign multi-year contracts
- Cost per envelope (aka signature request) can start as high as \$7.80 per send
- Customers get surprised by substantial price increases in years two and three—what competitors call “right-sizing”
- Will hold your signed documents hostage making it hard to leave them for a better eSignature solution

“When their eSignature provider hiked their rates more than 400%, pharmacy platform Trxade switched to HelloSign in days. My biggest liking about HelloSign was just the ease. We used some of your advanced functionality right off the bat, and it was really quick to implement, and that was really nice.”

**Jeff Davis**

CTO, Trxade

## Integrations

eSignatures should seamlessly integrate with existing technology. HelloSign’s integrations are entirely embedded in the tools you use, so you never have to leave them.

HelloSign connects with the services you already use to power your business. Deep integrations with Dropbox, Salesforce, Google, and more make using HelloSign easier than ever.

- Easily pull files from your cloud storage account into HelloSign, or send a signature request directly from Dropbox, OneDrive, Google, or Salesforce
- Sign a document right from Gmail with one click. HelloSign also works seamlessly with Google Apps.
- Keep up to date with actionable eSignature updates in Slack, HubSpot, and more

### ● Legacy eSignature Providers

- Customers have to leave the application to prepare documents for signature and then get sent back, which adds additional time and complexity
- Requires customers to go back and forth between multiple apps
- Do not offer completely embedded solutions in Dropbox or Salesforce

“We were manually using DocuSign for eSignatures, but template creation takes you out of Salesforce to docusign.com. HelloSign integrated easier into our technology stack. It’s ‘mobile-first,’ enabling our property managers and service providers to sign contracts and addendums on their phones 24x7. We found it to be a better fit.”

**Everett Lynn**

CEO, Amenify