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# Trumpet Success Story SIGNATUREBRIDGE FOR NETDOCUMENTS®



## Client

Dillashaw, LLC

## Industry

Legal

## Need

- + Efficiently monitor and secure DocuSign eSignatures within NetDocuments document management system
- + Reduce time and effort filing eSigned documents in NetDocuments for secure storage and retrieval

## Results

- + Improved visibility and control over eSignatures
- + 50% reduction in time spent on eSignature administration
- + Automatic filing of eSigned documents into a secure document management system
- + Enhanced responsiveness to client needs

**“For a relatively large deal, it would not have been uncommon to spend 45 minutes to an hour just handling and filing documents. With SignatureBridge, the same deal takes five minutes to process,” – said Maynard**

## Dillashaw, LLC Helps Entrepreneurs Take Flight Faster With SignatureBridge

**SignatureBridge takes the pain out of paperwork and streamlines eSignatures by bridging the gap between DocuSign® and NetDocuments**

### The Mission

While Silicon Valley remains the nation's leading location for venture capital, a growing number of college towns, like Lincoln, Nebraska and others across “Silicon Prairie,” represent the next wave of entrepreneurial activity in the U.S.

Lincoln ranks 17<sup>th</sup> nationally in venture capital dollars per capita, with \$28.1 million in venture capital investments per 100,000 people.

Lincoln-based law firm, Dillashaw, LLC, specializes in helping transform the entrepreneurial energy of its community into action, providing services to manage the formation, funding and general corporate law needs of start-ups and emerging high growth businesses.

A big part of that process is managing all of the documents that define a new corporate entity, including governance structure, funding and intellectual property. Coordinating everything among investors, boards of directors, stockholders and company executives can be a real challenge without the right tools in place.

### The Challenge

To help their clients quickly come up to speed, Dillashaw, LLC attorneys Bart Dillashaw and Grant Maynard and their staff rely on DocuSign to capture electronic signatures and NetDocuments to manage all of their digital documents and emails.

DocuSign does an excellent job of accelerating the process of distributing electronic agreements and capturing eSignatures. NetDocuments delivers the industry's best cloud-based document management system for law firms so that documents can be securely managed for easy access.

The problem was that a gap existed between these two systems that slowed down the process of keeping track of pending signatures on critical business documents and filing those signed documents in NetDocuments.

“We were spending a lot of time downloading documents from NetDocuments and uploading them to DocuSign,” said Grant Maynard. “And at the other end of the process, we were manually uploading signed documents from DocuSign back into NetDocuments.”

“It was a significant amount of work.”



## Dillashaw, LLC

Dillashaw, LLC is a boutique corporate and commercial law practice tailored to investors and start-up companies. Founder Bart Dillashaw has spent his entire career working with entrepreneurs and investors and helping them with their transactions. He is president of the Nebraska Angels and is a mentor for the Pipeline entrepreneurship program and the NMotion and Straight Shot accelerators. Dillashaw is also a member of the advisory board of the Entrepreneurship Clinic at the University of Nebraska College of Law.

## The Solution

That's when Maynard discovered SignatureBridge for NetDocuments from Trumpet, Inc.

Trumpet's SignatureBridge for NetDocuments software makes it easy for the Dillashaw team to select documents from NetDocuments and send them out for eSignature using DocuSign. The power of the integration that SignatureBridge provides lies in its ability to provide instant visibility to the signature status of documents and to ensure that signed documents are automatically filed and stored in NetDocuments.

Without SignatureBridge, the Dillashaw team would have no way to see the status of documents sent out to be signed from within their document management system. Once signed and returned as an email attachment, the process of manually uploading individual documents back to NetDocuments was slow and cumbersome.

## The Results

Configuring SignatureBridge and training Dillashaw's staff took less than one hour. From there, the team was off and running. Using SignatureBridge, the firm was able to take the pain out of managing eSignatures.

"We've really enjoyed being able to just click a few times, have everything sent over to DocuSign, and then automatically have the file updated in NetDocuments when the signatures are complete," said Maynard. "It has definitely made our process of collecting signatures a lot more efficient."

Beyond making the process less of a burden, SignatureBridge significantly reduced the time and effort required to manage eSignatures and process agreements.

"For a relatively large deal, it would not have been uncommon to spend 45 minutes to an hour just handling and filing documents. With SignatureBridge, the same deal takes five minutes to process," said Maynard.

With dozens of client documents to manage and process on a weekly basis, Dillashaw saves an average of ten hours in administration time and effort by relying on SignatureBridge.

That time-savings allows Dillashaw to remain responsive to their needs of their clients, for whom speed and agility are critical to going to market and achieving their goals.