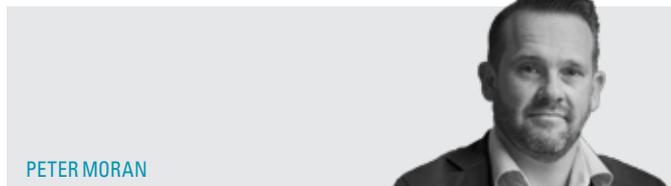


PLEASESIGN

Electronic signing can be a simple process.



PETER MORAN

Which practitioners would find this technology useful?

Any practitioners requiring documents and forms to be signed/verified electronically.

How does it work?

PleaseSign is a simple platform where users can facilitate the electronic signing of documents in an easy four step process.

First, the user can upload the relevant documents from their computer or cloud storage service.

Second, the user selects recipients and adds their contact details. The signing order can be set so that certain parties only receive the PleaseSign invite once other parties have signed.

Third, the user, in setting up the document, can then drag and drop required fields onto the PleaseSign document. Fields can be designated as required fields that must be completed before the document can be finished. Once this has been done, the document can be reviewed and personalised messages sent to the recipients.

Fourth, the parties open the document via a hyperlink in their email invite from PleaseSign and then complete the verification and signing process via their computer or mobile phone.

PleaseSign has a document tracking feature showing the status of the document for each recipient, including the time and date when the document is opened, agreed upon and completed. Accompanying this is an audit trail recording all activity. The completed document comes with a certificate of authenticity that is time stamped and a large amount of metadata evidencing the details of how and when the document was electronically signed.

Benefits

Prior lawyer review: a user can send lawyers a view only copy first to confirm that the document is the execution version agreed upon and prior to the parties commencing execution. Until the lawyer approves by “finishing” the document (but not signing), the document will not be circulated for signing

Security: Passwords, pins and six-digit codes generated with two-factor authentication are used to verify and authenticate recipients.

Address book: All document recipients are automatically populated into PleaseSign’s address book, speeding up the process of adding parties in future.

Multiple “in person” signing: A user can host session in person whereby the parties all electronically sign in person from the one location and via the same device. This is particularly useful for witnessing processes where the witness can be in the physical presence of the signing party, but electronic signing is still preferred.

Support: PleaseSign provides 24/7 Australian based phone or email support.

Branding page: Firms can customise their PleaseSign email template with firm colours and logo.

SMS: Documents can be sent for signing via an SMS link, as well as email.

Costs

PleaseSign has a tiered pricing model: starting with a free basic account; Entrepreneur at \$15 per month per user; Business at \$30 per month per user; Business Pro at \$50 per user and Enterprise, which is a bespoke solution tailored to each account holder. A boutique firm would need a Business account at minimum to access features such as ordered signing, and medium-large firms would likely need the Business Pro or Enterprise level solution.

Risks

Cyber risk, as with any cloud offering, is present as regards confidential and sensitive data moving beyond a firm’s internal systems. PleaseSign data is held in AWS servers run out of Sydney. PleaseSign is in the process of obtaining formal cybersecurity accreditation. All data has end-to-end encryption and cannot be accessed other than via the hyperlink invite.

Downsides

PleaseSign’s metadata/audit log does not track the geo-location of signing parties, although that functionality might be added in time. This could present issues in relation to will signing, where recent changes to legislation in Victoria allow for electronic signing, but require demonstration that the will was executed and witnessed in Victoria.

PleaseSign automatically circulates signed PDF copies to all recipients/signers via email on the document being fully signed. This does not allow for an exchange of contract as a contractual step separately to the parties signing. While this is frequently fine, it does not reflect some situations with wet ink documents where one should not automatically follow the other. For example, where a contract is fully signed but held in escrow by a solicitor pending a certain pre-exchange step needing to occur. Similarly, with a document like a will or a power of attorney, the lawyer cannot control retaining and circulating the fully signed document themselves. This might be particularly risky in situations where everyone receives the signed copy (and which are, technically, all the “original” electronic document) but that is not appropriate. For example, the witnesses and the attorney of an enduring power of attorney. ■

Peter Moran is managing principal at Peer Legal and founder of the Steward Guide, an online technology guide for lawyers.

SNAPSHOT

What is PleaseSign?

Electronic signing software

What type of technology?

Cloud platform

Vendor

PleaseSign Pty Ltd

Country of origin

Australia

Similar tech products

DocuSign, SigniFlow, Adobe Sign, HelloSign, PandaDoc, Concord

Non-tech alternatives

Wet-ink signing of hard copy documents

More information

Plasesign.com.au