



"For several years now, electronic signature laws have permitted the use of electronic signatures, but the adoption of electronic signatures has not occurred because [until EchoSign], no one bothered to make it easier than using paper."



## Electronic Signatures: Accelerating Today's Businesses

The benefits of e-signatures are real. But until EchoSign, they were often too hard to realize. Now, get a legal, instant e-signature in seconds. With nothing to download. Nothing to learn. It's easy as email!



### About E-Signatures :

- ✓ **Legal.** Electronic signatures are recognized as **legally binding** in countries around the world.
- ✓ **Tested.** Industry leaders such as Microsoft, Schwab, and Cisco Systems rely on **millions of e-signatures a year.**
- ✓ **Secure.** E-Signatures are **more secure** than written/fax signatures. The document never leaves the system until it's signed.

**Cisco signs over 6 million documents via electronic signature annually, saving an estimated \$10 million a year.**

-the ABA Journal, Sept 2005



### US Federal and State Regulations

The [Electronic Signatures in Global and National Commerce Act](#) ("E-Signature Act") became effective in the US on October 1, 2000. Since then, online electronic signatures on commercial transactions and most other agreements have a legal status equivalent to a written signature.

US state law modeled on the [Uniform Electronic Transactions Act](#) (UETA) also provides a legal framework for electronic transactions. It gives e-signatures and records the same validity and enforceability as manual signatures and paper-based transactions. This UETA was adopted by the National Conference of Commissioners on Uniform State Laws (NCCUSL) in 1999.

For more information – go to [www.echosign.com](http://www.echosign.com) or call 877 601 7765

"EchoSign has developed the killer app for getting documents signed and approved."

-Robert Schlossman, SVP & General Counsel



## European Union

The 1999/93/EC [Directive on Electronic Signatures](#) was signed in December 1999 to establish a common framework for electronic signatures, and was subsequently complemented by the [Electronic Commerce Directive](#). All principal member states have since incorporated EU e-Signature guidelines into their national legislation.

Under the Directive, a signature in digital form attached to data must meet four requirements to be deemed an "Advanced Electronic Signature":

1. it is uniquely linked to the signatory;
2. it is capable of identifying the signatory;
3. it is created using means that the signatory can maintain under his sole control;
4. it is linked to the data to which it relates in such a manner that is revealed if the data is subsequently altered.

EchoSign has been designed to meet the above criteria for Advanced Electronic Signatures.

The Directive leaves substantial discretion to the Member States of the EU as to specific implementation of electronic signatures and maintains a technology neutral approach.



## United Kingdom

The UK has adopted and implemented certain provisions of the EU's Electronic Commerce Directive in the [Electronic Communications Act 2000](#), which makes e-signatures legally admissible in the UK. The Consumer Credit Act of 1974 was amended in 2004 to further facilitate the electronic signing of credit agreements.

Section 7 of the Electronic Communications Act states that in any legal proceedings, an electronic signature incorporated into or logically associated with a particular electronic communication shall be admissible into evidence in relation to questions as to the authenticity or integrity of the communication or data.

Like the US E-Signature Act, the specific electronic signature technology is not defined by the Act or the Regulations themselves. Best practices should include an acknowledgement by parties that they are affirmatively agreeing to sign by an electronic signature. EchoSign automatically includes such an acknowledgment in every transaction.



## NAFTA : Canada and Mexico

Canada and Mexico are governed by similar Acts covering electronic signatures. In Canada, the [Uniform Electronic Commerce Act](#) provides that most legal requirements for a signature are satisfied by an electronic signature. In Mexico, the 2000 E-Commerce Act provides a framework as well.