



Syngrafii
THE SIGNATURE COMPANY™

Why **Signatures on Paper** Matter In a Digital World

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Why Do Signatures Matter?

- We all have and use our signature
- In 2,700 BC ancient Egypt for verification purposes, contracts and other legal documents were signed by the scribe who put them on papyrus, their date was given and often their ancestors - at least the father - were mentioned to help with the writer's identification if the need should arise.



- When affixing your signature to a document, picking up a pen is an indication of identity and intent. This includes the ancient hanko and other similar seals.

Identity Certainty Why should we care?

Identity Certainty **Why should we care?**

- A signature is unique to an individual and is uniquely individual every time.
- A document with 2 or more identical signatures cannot be authentic.
- The ultimate personal identifier of each individual is their signature. As a biometric indicator of identity it retains its uniqueness.
- A signature must be given while every other biometric can be taken.



Identity Certainty **Why should we care?**

- These characteristics drive the business world to demand and finalize contracts of note with a signature (pen on paper).
- The historical value of paper was that it was shareable and had relative permanence.
- An individual's pen written signature is supported by over 100(0) years of case law behind it.
- However there has been an erosion of the value of paper through:
 - Less reliance "Oxford" ink on paper
 - Time and distance has been compressed



Identity Certainty **Why should we care?**

- Paper has permanence. It is voluminous, costly, slow and sometimes paper is bad to have aroundbecause it is bulletproof.
- Because of these characteristics, it's precisely for these reasons that contract law, transaction or agreement of note, has been completed with signature pen on paper.
- The value of paper started to erode with the introduction of digital signatures. Type to sign/click to sign, the users' intent to sign is much less than the intent when a written signature.
- Digital signatures can be replicated.

So Why Are We Here Today?

- There is increased risk and liability to execute documents in a digital fashion.
- Digital signings can be compromised and maintained somewhere outside of your control.
- Imagine that you don't need to change the way you do business with your clients?
- Imagine if you could execute with the security of a signature from someone sitting in front of you leveraging the speed of the Internet?



That's what brings all of us here today

We invite to you come and see us at the Syngrafii exhibit and discuss how we can help you become more compliant and secure in integrating and delivering authenticate electronic signatures into your business processes

Sign Anything, Any Time,
Anywhere, Any Device,
Securely

Thank You!