



# Southeast Asia's leading SAP platform streamlines **new employee onboarding with Zoho Sign**

<b>Meet:</b>	Aaron Syarif Hakim
<b>Occupation:</b>	Head of SAP Resourcing, Aplikasi
<b>Using Zoho Sign Since:</b>	December, 2017
<b>Why Aaron Loves Zoho Sign:</b>	<ul style="list-style-type: none"><li>✓ Tightly integrated with Zoho Recruit</li><li>✓ Simple and easy to use</li><li>✓ Affordable pricing</li></ul>

*“Zoho Sign is a solution that all HR professionals should implement and use, especially when you’re dealing with the endless list of documents to be signed by candidates. It frees up a lot of your time to pursue more strategic matters. Plus, everything becomes so much more organized and efficient.”*

## About Aaron

Aaron Syarif Hakim is now the Head of SAP Resourcing at Aplikasi, Malaysia's first online platform connecting SAP clients and consultants. Founded in 2010, the company offers a comprehensive range of SAP consulting, SAP resourcing, and digital transformation services to its clients across the APAC region.

Aaron is a connoisseur when it comes to hiring and recruiting the best candidates for Aplikasi. He has a genuine passion for people management and

loves his job, because it impacts the lives of many people. Hiring managers and business units from different domains, such as oil and gas, healthcare, agriculture, and information technology rely on his advice and consultation on hiring individuals with the right skill set and culture fit.

## Aaron's transition from paper and pen to digital signing

The traditional method of signing employment contracts with paper and pen was cumbersome, lacked collaboration, and increased the overall waiting period while onboarding new employees, which made the company look for e-signature solutions.

Before implementing Zoho Sign, Aaron had to come up with manual offer letters for candidates, and then ask them to come to the office personally to sign them. Every week, he would have to prepare several offer letters, and it was a hassle, as some candidates might have problems coming to the office or might not have a printer or scanner. Aaron also needed to keep all these physical offer letters, which take up a lot of space in the office.

*“Initially, we were signing HR documents with paper and pen. As we grew faster, it became increasingly difficult for us to manage and scale with the traditional method of document signing. So, we started looking for e-signature software available in the market. Apart from the basic features, we also wanted the solution to be readily integrated with our HR software, Zoho Recruit. That’s when we found that Zoho Sign offered everything we wanted.”*

## How Zoho Sign helped Aaron and Aplikasi

Once Aaron decided to test drive Zoho Sign, his account was up and running in less than fifteen minutes. Aaron loved Zoho Sign's:

- ✓ Ability to sign and send documents to candidates directly from Zoho Recruit
- ✓ Option to track the status of the document
- ✓ Template-creation feature for commonly used documents
- ✓ Ability to manage signed document copies securely and maintain cloud backups
- ✓ On-the-go document signing with the mobile apps

A few weeks after evaluating the product, Aaron proposed Zoho Sign to his management team for official use within the company. Here are some of the benefits Aplikasi has seen with Zoho Sign:

- ✓ Digitally signing documents has saved work hours and boosted productivity
- ✓ The ability to easily manage signed documents helped them eliminate filing problems
- ✓ HR can now track the status of documents in real time—whether the mail has been sent, if the document has been viewed and signed, etc
- ✓ Consultants no longer have to go through the hassle of manually printing, scanning, and signing the documents

## The road ahead with Zoho Sign

Eight months into using Zoho Sign, Aaron now feels confident and more secure with the product every day.

*“Zoho Sign has made my life so much easier. I no longer have to keep any physical copies of offer letters—I can get candidates to sign them anytime and anywhere without even having to meet them. What I love about Zoho Sign is that once the signing procedure has been completed, the copy of the contract will be automatically saved on the respective candidate’s page on Zoho Recruit. This makes searching for the document seamless. I just need to type the name of the candidate to find the signed contract or letter.”*

When we asked if he would recommend Zoho Sign to his friends and clients, he quickly responded with a smile:

*“For someone like me, who has to deal with endless lists of candidates’ offer letters on a daily basis, issuance of digital or electronic offer letters to candidates is a major godsend! Candidates can sign the documents digitally, without the hassle of having to print and scan them back. I was shocked that many of my peers working at MNCs today are still having to deal with manual offer letters, which is mind-boggling since most applicant tracking software like Zoho Recruit is equipped with an electronic signature feature like Zoho Sign. I will definitely recommend Zoho Sign and Recruit to my fellow recruiters— they’ll make their lives so much easier.”*

Moving forward, Aplikasi plans to expand as a leading online SAP platform across the Southeast Asia region, and will rely solely on Zoho Sign to ensure seamless onboarding of their consultants and clients.



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