



CareSight simplifies signing workflows **and compliance with Zoho Sign**

Meet:	Kenny Schiff
Occupation:	Founder and Managing Partner, Care-Sight LLC
Using Zoho Sign Since:	April 2018
Why Kenny Loves Zoho Sign:	<ul style="list-style-type: none">✓ Inexpensive, part of Zoho One✓ Easy to use without training✓ Strong templating option

"I had used EchoSign for many years, predating the acquisition by Adobe. The product had become inflexible, difficult to use, and was expensive for what it was. As users of several other Zoho products, it made sense to look at Sign, especially because of the integration options, but also the inclusion in Zoho One."

About Kenny

Kenny is the founder and managing director of CareSight LLC, an advanced reporting and analytics-as-a-service solution for hospitals. Founded in early 2000s, the company transforms medical device alarms into actionable data that hospitals can use it for their analysis and to improve patient experience.

Kenny is a seasoned and respected expert in the healthcare technology industry with over 22 years of experience in the healthcare domain. He believes in providing personalized service to customers throughout their purchase cycle, including pre-sales, implementation, and after-sales maintenance. CareSight's customers and partners consider him a trusted resource whom they can rely on to implement complex solutions at an affordable cost.

Kenny's migration journey from EchoSign to Zoho Sign

CareSight LLC was already familiar with digital signature and its advantages. Before implementing Zoho Sign, CareSight used EchoSign to digitally sign, send, and manage business documents. After the acquisition of EchoSign by Adobe, it became increasingly difficult for Kenny and his team to manage their day-to-day operations with that tool, because EchoSign started becoming complex and inflexible to use. When pricing was also increased, they started looking for alternatives.

Since the company was already subscribed to Zoho One, a comprehensive suite of more than forty business applications, Kenny started evaluating Zoho Sign, which was part of the Zoho One bundle. Initially, Kenny started using Zoho Sign only as and when required, but he soon realized its real potential. They started converting their core documents into templates in Sign since they can be quickly reused whenever needed, saving a lot of time and effort.

"We are a relatively small team, and Zoho Sign has allowed me as a leader to be more efficient when onboarding new employees, contractors, and partners. I started converting frequently used documents into templates and sending documents out for signatures in a couple of clicks. I have even started configuring some smart signing workflows and integrating the application with other apps in Zoho One."

How Zoho Sign helped Kenny and CareSight

As soon as Kenny decided to evaluate Zoho Sign, he was able to add the application from his Zoho One dashboard in a few clicks and started playing with the product. Kenny loved the following features in Sign:

- ✓ Ability to sign documents and send the signed document copy to others
- ✓ Option to send documents to recipients and collect signatures from them
- ✓ Configuring workflows so recipients receive the document in the correct order
- ✓ Converting the repeatedly used documents into templates

After trying out Zoho Sign for a few weeks, Kenny decided not to renew his EchoSign subscription. CareSight LLC achieved the following benefits with Zoho Sign:

- ✓ Signing documents online helped them save a lot of time and money
- ✓ A single centralized dashboard made it easier to monitor signing processes within the company
- ✓ Helped them ensure compliance with the standard operating procedure documents (SOP) while onboarding new employees
- ✓ The simple user interface helped employees get familiar with the product without any learning curve

The journey ahead with Zoho Sign

After using Zoho Sign for more than a year, Kenny now feels he made a wise decision by moving away from EchoSign.

“Zoho Sign has simplified the way we sign our business documents. The interface looks simple and easy to use. Even employees from a non-technical background can work with the software without any training. Zoho Sign also helped us to easily comply with our internal audits and also improve the productivity of the organization multifold. Being part of the Zoho One bundle, tighter-integration with Zoho apps, at one third of EchoSign’s price—choosing Zoho Sign is a no-brainer.”

When asked about if CareSight would recommend Zoho Sign to their clients and partners, Kenny nodded his head in agreement:

“Any company would love a product like Zoho Sign. Its simple user interface, integrations, and pricing is something any buyer would love. Wherever I get a chance or when requested by my clients regarding productivity apps, I recommend Zoho One to them. Zoho products are really helpful for small and medium-sized enterprises with its great feature set at an affordable pricing.”

Going forward, as CareSight ropes in more partners and serves customers across the world, it will rely on Zoho Sign for all its document signing processes.



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