

Selling DocFusion365 with Office 365 Solutions

Add DocFusion365 to your Office 365 solutions to help customers be more productive.

Solution Overview

Adding the DocFusion365 solution to Office 365 enables your customers to **reduce risk and be compliant** whilst saving on **Cost, Time and Paper**.

DocFusion365 is a dynamic, cloud-based document composition and automation engine designed to help you manage all of your document content and processes within the Office 365 environment. DocFusion365 enables you to create extremely complex contracts and documents such as Employment Contracts, Proposals, Non-disclosure Agreements, Project Charters, etc.

The DocFusion365 suite includes features such as:

- rule driven content creation
- drag-and-drop fields from various data sources
- electronic signatures
- dynamic graph and barcode creation; for more features download the DocFusion brochures at <http://www.aissa.co.za/products/docfusion-365/>

Document templates can be managed, configured and composed within Office 365 (SharePoint, Project Online and Dynamics CRM).

Uncovering Opportunities

Ask customers about their document processes, procurement and compliance processes to uncover opportunities to save them cost, time and paper with DocFusion365. For example:

Customer audience	Typical work processes	Questions to uncover pain or need
Human Resources & Procurement	<ul style="list-style-type: none"> • Employee Contracts • Workplace Policies • Contractor Agreements 	<ul style="list-style-type: none"> • How much time and paper is spent compiling new Employment Contracts? • How often are contracts reviewed to remove unnecessary clauses to be tailored to each client?
Real Estate & Law Firms	<ul style="list-style-type: none"> • Rental Agreements • Selling Contracts • Terms & Conditions • Clauses and Legal Contracts needs to be signed • NDA's 	<ul style="list-style-type: none"> • How often are rental agreements customized to suit each individual sale? • How long does a contract need to be with a law firm before it gets approved? • What is the costing on getting each contract approved by a law firm? • How much manual intervention is required for each new NDA?
Telecoms & Financial Services	<ul style="list-style-type: none"> • Customer On-boarding • Manual approvals for each customer • Bulk statements 	<ul style="list-style-type: none"> • How much time is spent on manually editing each On-boarded customer? • How many reviews are needed before a final draft is approved? • How many human errors on contracts? • How much time is spent on compiling Statements etc.

Target Market

Organizations with high volume documentation that wants to reduce their carbon footprint and have a Paperless Office.

Customer Audience

- Human Resources
- Real Estate
- Law Firms
- On-Boarding Customers
- Financial Sector
- Telecoms
- Banking

Top Customer Benefits

- Saving Time
- Saving Cost
- Saving Paper
- Being Compliant
- Reduce Risk

Partner Benefits

- DocFusion365 adds value to partner solutions by driving Azure consumption, creating opportunities to active Office 365 licenses and provide additional cloud service revenue.
- Enable Customers to create a truly Paperless Office
- Increases Productivity

Solution Components

- DocFusion Template Designer
- DocFusion Generation Engine

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Positioning the Solution

Show how DocFusion365 addresses the specific pains you've uncovered. Relate benefits to pains.

Before (pain)	After (benefit of solution)
Human errors on compiling document templates for new and existing clients.	Once-off Template design using pre-defined rules and definitions dramatically reduces the need for manual intervention.
Printing out contracts and documents to manually fill in data	Enabled a truly Paperless Office environment within the organization with huge saving on paper cost and being Environmentally Friendly by pre-populating generated documents and distributing electronically.
Time taken to provide complete contracts.	The automation of document templates has dramatically reduced the time needed to get a contract from initiated to complete.

Addressing Customer Concerns

Ask questions to clarify and then address any customer concerns in the areas below.

Office 365 License activation
Customer Concern: <i>How does DocFusion365 assist with Office 365 license activations?</i>
Response: <ul style="list-style-type: none">• DocFusion365 works in conjunction with the Office 365 environment therefore requiring an active licensed Office 365 environment.
Availability
Customer Concern: <i>We have large volumes of documents that needs to be available at any time for distribution and we are working on a deadline driven platform, how will DocFusion365 handle this</i>
Response: <ul style="list-style-type: none">• Hosting DocFusion365 on Microsoft Azure guarantees high availability, meaning you don't have to worry about losing time and meeting your deadlines because of server crashes, upgrades etc.
Design and Configure
Customer Concern: <i>Our staff is not very technical and is used working on Office 365</i>
Response: <ul style="list-style-type: none">• The DocFusion® Designer, which is a Microsoft Word plug in, enables your staff work in a familiar environment.• The Designer has out-of-the-box "Smart Parts" to embed intelligence into the documents, with features like drag-n-drop mapping, optional and repeaters only to mention a few, document owners have complete control over their documents and no lengthy development cycles needs to be done which saves time and cost• Associate DocFusion365 Templates to SharePoint lists, configure document output settings and store generated documents in a SharePoint Library for easy access.

Customer Stories

Absa Bank Limited

High Volume document generation and digital signatures.

DocFusion integrated with Microsoft Word.

- 7-day contract composition down to 4 hours
- Printer costs cut in half as contracts are now automatically assembled and digitally signed
- Approximate Cost Saving of \$218 000 per month on legal fees.

Bridgit Africa,

Project charter creation and document generation.

Creating project charters in Project Online and capturing data in SharePoint to generate DocFusion365 enabled document templates.

- Provisioning tool to save time on configuration per each new project charter.
- DocFusion365 has reduced paper trail and revision sign-offs dramatically by using DocFusion365's Add-in for SharePoint to generate the documents digitally.