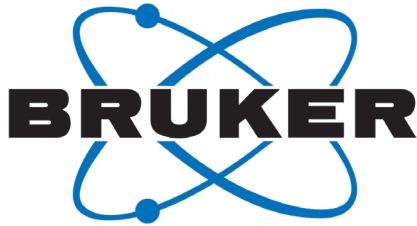


Greater efficiency and transparency in Bruker's tender bidding process

**Company:**

Bruker Corporation

Industry:

High-performance scientific instruments and analytical diagnostic solutions

Number of employees:

7,500

Turnover:

2.4 billion US dollars

Headquarters:

Billerica, MA, USA

Website:

www.bruker.com

"With its intelligent toolbox, apsolut was able to implement all our individual requirements speedily. That enabled us to quickly start testing and boost efficiency considerably."

(Kirsten Mueller, Senior IT Demand & Project Manager, Bruker Corporation)

BACKGROUND

Until the implementation of the apsolut eSignature Connector for DocuSign, Bruker's signature process for quotes was cumbersome and lacked transparency. After creating a document in SAP, a PDF was generated to which an electronic signature was attached in a manual step. This meant that tracking the sign status was not straightforward. In the event of sickness or someone standing in for a member of staff, there was no simple method of checking if a specific bid had already been signed.

APPLICATION

Initially, Bruker decided to implement the apsolut eSignature Connector for DocuSign for two of its companies, totalling an annual volume of around 5,000 bidding documents. The newly implemented process is scalable and can be rolled out to further companies within the group. To start with, the first signer maintained in the document receives an email with a link requesting them to apply their signature via DocuSign. Once all the signatures have been applied, the person initiating the signing process automatically receives a status update via email. The signed document and the Certificate of Completion are then automatically attached to the bidding document in the SAP Records Management. The sign status can be viewed at any time via the bidding document in SAP.

E-SEALS ON INVOICES

In addition, Bruker uses the eSignature Connector at its subsidiary in Portugal, where a legally binding electronic seal is now automatically attached to all billing documents.

BUSINESS OUTCOME

- Significantly shortened process through automated workflow
- Greatly reduced error susceptibility through elimination of manual steps and media discontinuities
- Transparency due to possibility of viewing status at any time
- 100 percent legal security

