# Le soluzioni di firma remota su blockchain e firma remota tramite one time password.

EURONOVATE group

# Agenda

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01 Company & Value Proposition

02 Software Ecosystem

03 Case Study

04 Demo

# 01. **Company &** Value Proposition

# The **Group**

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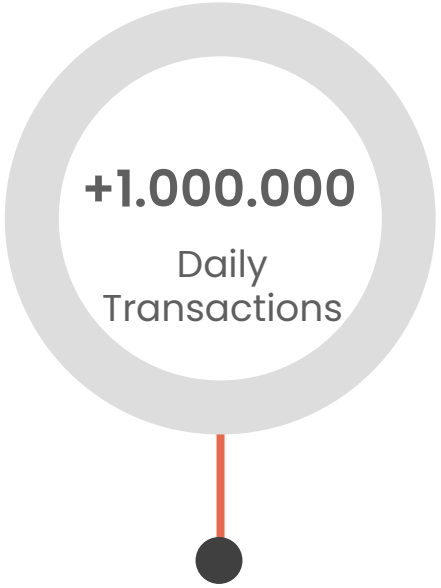
## Hardware | Software | Consulting | Certification Authority

Global Strategy

# Facts & Figures

**Double-digit growth** in last 3 years,
manly in **IT Development Departments**

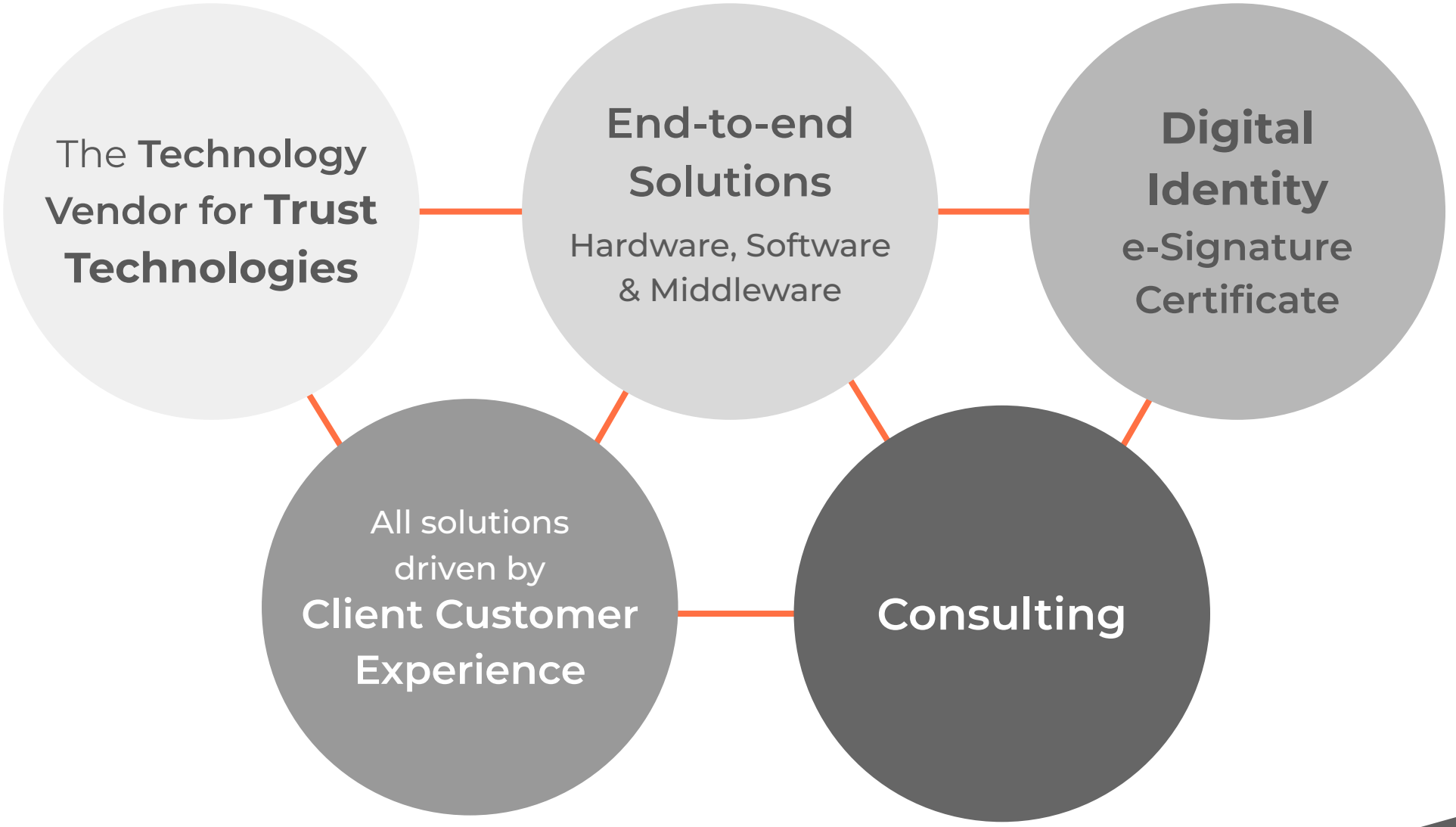



Based over more than **200k points of signatures** all over the world

# Clients

SPARKASSE CASSA DI RISPARMIO
BCC PIANFEI E ROCCA DE'BALDI
CREDITO COOPERATIVO ITALIANO
FIDEURAM
INTESA SANPAOLO PRIVATE BANKING
BANCA SELLA
GRUPPO BANCA SELLA
MONTE DEI PASCHI DI SIENA
BANK SINCE 1472
CommonwealthBank
SEA AEROPORTI DI MILANO
LINATE E MALPENSA
Banca Popolare di Vicenza
BNL
GRUPPO BNP PARIBAS
CheBanca!
cse
CONSORZIO SERVIZI BANCARI
SEC SERVIZI
Banca popolare dell'Emilia Romagna
CASSA RURALE ED ARTIGIANA DI BOVES
BANCA DI CREDITO COOPERATIVO
attica bank
Banca Popolare Volksbank
BNP PARIBAS
UniCredit
EURONOVATE group
BCC Servizi Bancari Associati
BCC Valle del Torto
CENTRO MEDICO PRIVATO LAZZARO SPALLANZANI
BancaMarch
BeneBanca
BCC Credito Cooperativo di Bene Vagienna
Raiffeisen BANK
BANCA D'ALBA
CREDITO COOPERATIVO
UBI Banca
bradesco
BANCA SVILUPPO TUSCIA
BPER: Banca
RAIFFEISEN
CREDITO COOPERATIVO REGGIANO
MICL
MINISTER INTERIOR ALGERIA
BANCA BT TRANSILVANIA
BBVA Bancomer
UniCredit Bulbank
BANCA DI CHERASCO
CREDITO COOPERATIVO ITALIANO
COMPASS
GRUPPO MEDIOBANCA

# Vision


The **Technology Vendor for Trust Technologies**
**End-to-end Solutions**
Hardware, Software & Middleware
**Digital Identity**
e-Signature
Certificate
All solutions driven by
**Client Customer Experience**
**Consulting**

# **Value** Proposition

## Create, Manage and Secure **Digital Identity**

Data collecting

KYC

NFC integration

SPID

DocWall

## Multistandard Signature over **Omnichannel Solutions**

Presence, Mobile, Postponed

Simple, Advanced, Qualified

Assessment of the Certificates

Strong/Multi-Factor Authentication

Workflow Management

## Issue and manage **Digital Certificates**

Onboarding

Certificates Management

Delegation

Strong/Multi-Factor Authentication

Certificates Monitoring

# Consultancy: What do you need?

## Simple
without Biometric Data/OTP

Acceptance or approval by the signer using username and password.

It is not possible to **authenticate the signer with certainty**.

In the event of legal disputes, the burden of proving the validity of the signature lies with the person who initiated the signature.

## Advanced
with Biometric Data/OTP

Higher level of verification of the signer's identification and security.

**Linked only to the signatory.**

In the event of legal disputes, the burden of proving the validity of the signature lies with the person who initiated the signature.

## Qualified
using a Qualified Certificate

Special legal status in the EU.

Supported by a **Certificate** (issued by a Qualified Trust Service Provider: QTSP).

It is tied strongly connected to the signer.

Multi-factor authentication is required.

The burden of proof lies with the party that initiated the dispute.

## Multifactor Authentication

Something you have + Something you are + Something you know

# 02. **Software** Ecosystem

wSign

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## Signing Process

**01 Click**
Invited user receives a link via mail and access wSign

**02 Sign**
User reads and signs the document

**03 Save**
User receives via mail or downloads the signed document.

## Features

- Multiple Authentication Systems
- Console Customization
- API interaction
- PDF Document Editing
- All types of Signatures Management
- Signature Flows Customization
- BLOCKCHAIN: Traceability of the Signature Process
- Advanced Verification of Signers
- Long Term Archiving Platform

# 03. **Case** Study

# Usecase - intrum

## CLIENT

**Intrum Greece | RED loans sector**
Presence in 25 countries.

## SECTOR

**Non Performing Loans**

## THE SOLUTION

A complete **signature solution to finalize contracts via call centre and customer device**

## BENEFITS

- **Saving time** for in branch operators
- **Diminished rate** of people having a second thought and not signing the document
- **Savings** in terms of printing and paper costs

## PRODUCT

**Wsign remote digital signature platform**

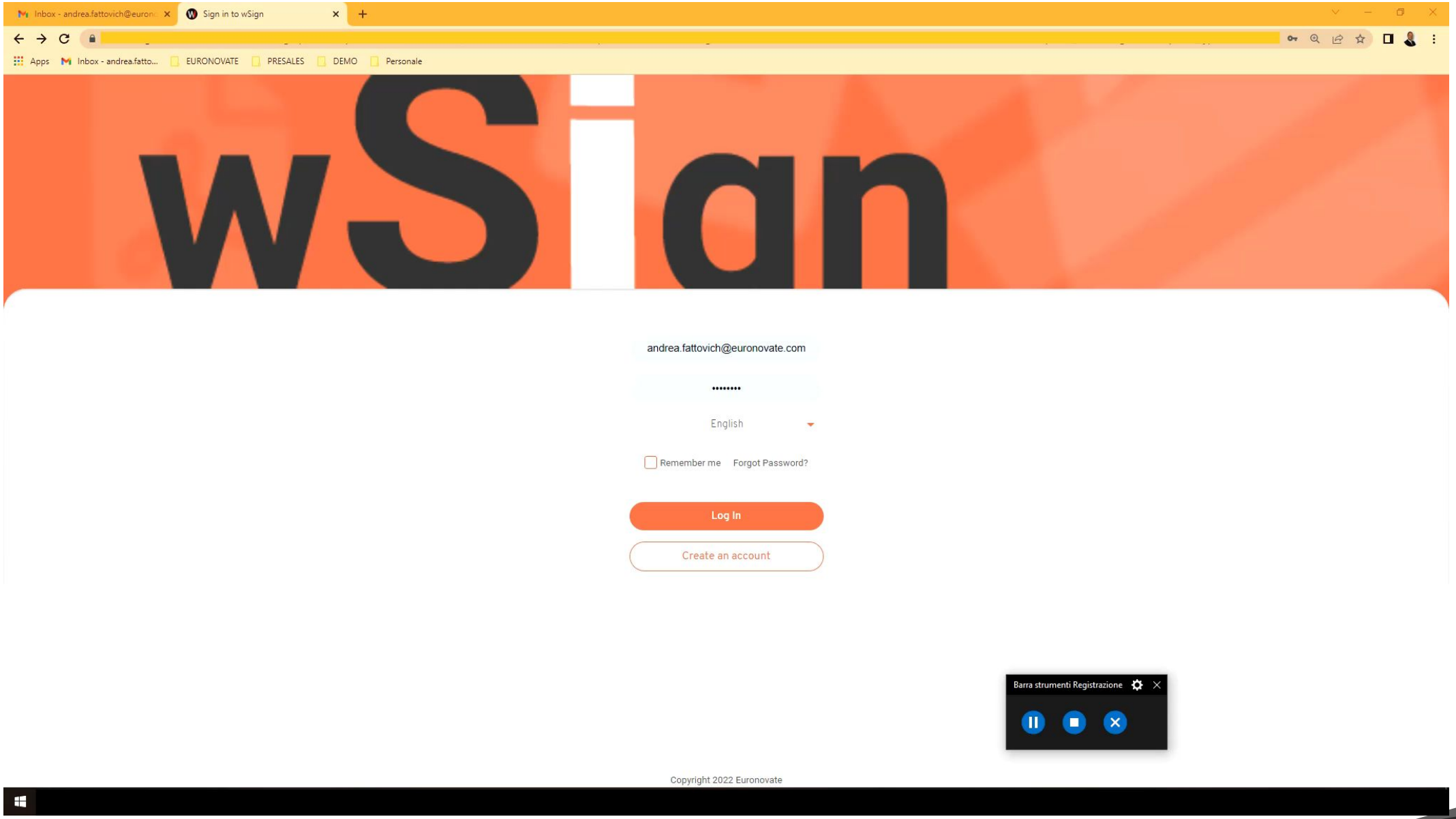
# OUTBOUND Call

## Use case

1. The call centre agent performs the Outbound call from the existing software and agrees the product sales with the customer on the phone;
2. The agent fills the contract with the customer's data and uploads the documents on Wsign;
3. The agent sends the link on WhatsApp, e-mail or SMS to the customer for its signature;
4. The customer enters the Wsign platform and signs the document by receiving a One Time Password on his verified mobile phone;
5. The customer enters the OTP and signs digitally;
6. Wsign sends to the contact centre CRM all the signed documents and sends a signed copy to the customer via email;
7. The CRM sends the document to the digital archive of the company.

# 04. Video demo

# Video Demo - Wsign



# Contacts

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# Thank you for your attention!