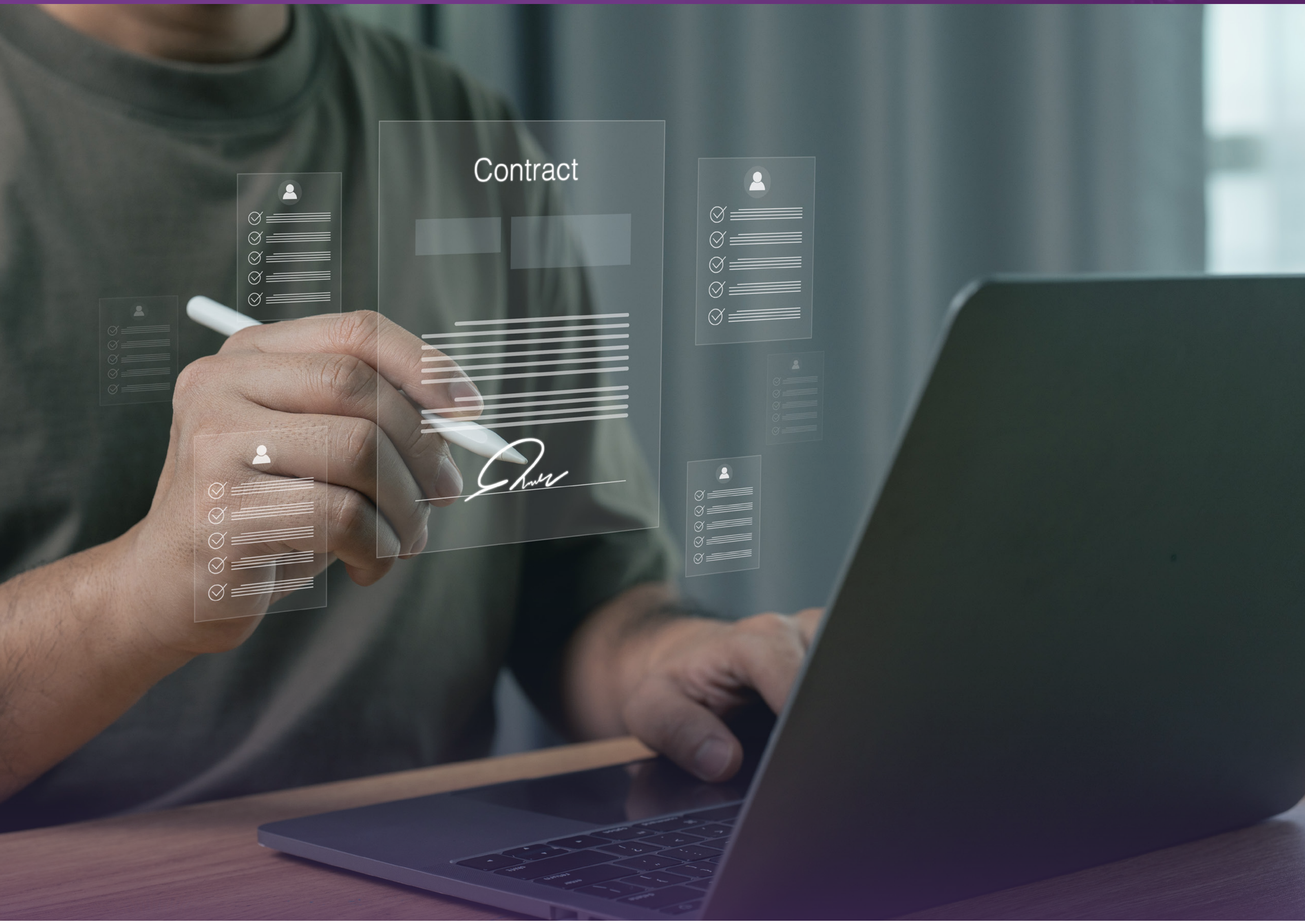
SOLUTION BRIEF

# Entrust QES for Contract Signing

Accelerate high-value agreements with verified identity, qualified signatures, and audit-ready evidence.

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# Move High-Value Agreements Online With Confidence

Customer experiences are increasingly digital, but many critical agreements remain stuck in manual processes. Organizations continue to rely on paper documents, wet signatures, witnesses, in-person verification, and disconnected identity and signing systems because the consequences of getting it wrong are too significant. When agreements involve substantial financial value, legal obligations, or regulatory scrutiny, organizations need confidence not only in the signature itself but also in the identity of the signer and the evidence retained throughout the process.

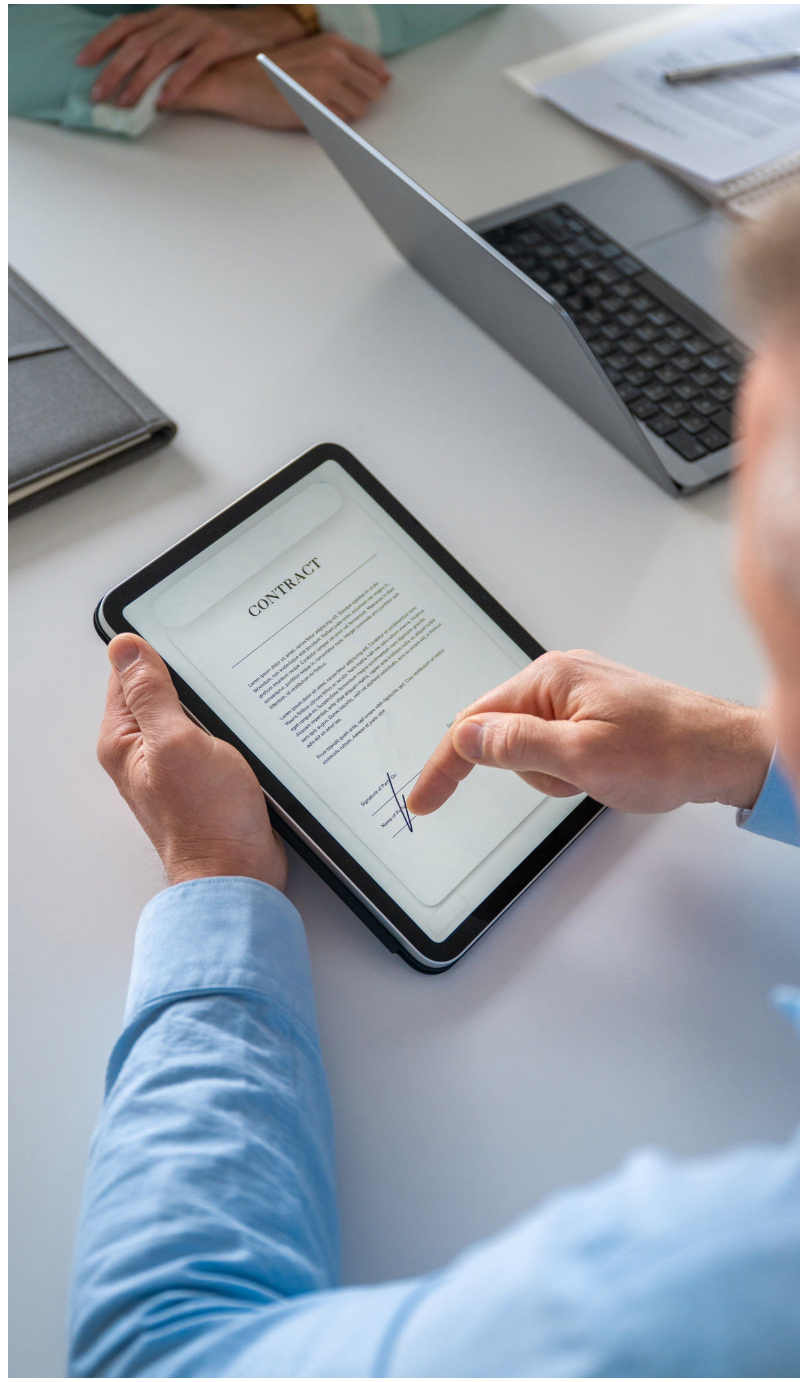
The challenge is no longer simply moving agreements online. It is creating a trusted digital process that verifies identity, enables qualified electronic signatures (QES), and provides the evidence needed to support compliance, auditability, and future review.

Additionally, for industries such as property, conveyancing, legal services, and financial services, this challenge is particularly acute. Delays caused by manual processes, fragmented technologies, and offline verification steps can slow transactions, increase operational costs, and create friction for customers.

# Why Traditional Contract Signing Is Holding Organizations Back

Organizations have invested heavily in digital transformation, streamlining  everything from onboarding and customer service to transactions and approvals. Yet when it comes to high-value or legally sensitive agreements, many still rely on paper documents, signatures, witnesses, in-person appointments, manual verification, and disconnected systems.

These processes were designed for a world where agreements were completed face-to-face. However, while customer journeys have evolved, trust, identity assurance, and processes have not always kept pace. Organizations need confidence not only that an agreement was signed but also who signed it, how the signature was created, and what evidence exists to support future review, compliance, or dispute resolution.




As a result, many organizations continue to face a difficult trade-off between digital convenience and signing confidence, slowing business outcomes and creating friction in processes that should be seamless.

# The Consequences of Doing Nothing

Organizations that rely on manual or fragmented signing processes may face a range of operational, customer, and business challenges:

- **Delayed Agreement Completion:** Paper-based workflows, witness requirements, manual reviews, and in-person signing appointments can slow transactions and extend completion timelines. In some cases, agreements may not be completed at all, resulting in lost business opportunities and delayed revenue realization.

- **Increased Operational Inefficiencies:** Managing separate systems for identity verification, signing, compliance, and evidence retention creates additional administrative overhead, duplicate processes, and greater operational complexity.

- **Poor Customer Experiences:** When critical agreements require printing documents, attending appointments, providing witnesses, or navigating disjointed systems, customer satisfaction can suffer and transaction abandonment may increase.

- **Weaker Confidence in the Signing Process:** When identity verification, signing, and evidence are managed separately, organizations may have less confidence in who signed the agreement, how the signature was applied, and whether supporting evidence can be easily retrieved when needed.

- **Increased Dispute and Compliance Risk:** Without strong links between identity verification, signatures, and retained evidence, organizations may face greater difficulty demonstrating the integrity of the signing process during audits, reviews, or contractual disputes.

- **Fragmented Evidence and Audit Trails:** Critical transaction information can become scattered across multiple systems, making it harder to maintain a complete record of the agreement lifecycle and potentially increasing the effort required for compliance reviews and investigations.

# A Better Approach to Executing High-Value Agreements

Organizations need a better way to execute high-value agreements digitally. Entrust QES for Contract Signing enables organizations to verify who is signing, apply a qualified electronic signature, and retain audit-ready evidence, all within a single connected workflow, thereby eliminating traditional "**wet signature**" challenges.

## The result is a more efficient, trusted approach to executing high-value agreements digitally:

- Complete sensitive agreements digitally with fewer manual and offline steps.
- Verify signer identity and link it directly to the qualified signing event.
- Retain signed documents and workflow evidence to support compliance and review requirements.
- Unite identity verification and signing within a single customer journey.
- Improve customer experiences while simplifying operational management.
- Accelerate agreement completion, strengthen signing confidence, and build trust in remote transactions.

# Verify. Sign. Prove.

Entrust provides a pre-built Qualified Electronic Signature for Contract Signing workflow in Entrust Studio that combines the tasks required for high-assurance digital agreement execution into a single, ready-to-use package.

Organizations can move seamlessly from identity verification to qualified signing and evidence retention through one connected workflow.

| 1. Verify | 2. Sign | 3. Prove |
|---|---|---|
| • Capture identity documents and perform facial biometric verification.<br>• Establish and verify signer identity before signing begins. | • Automatically issue qualified certificates following successful identity verification.<br>• Support visible signatures and multi-document signing within a single transaction. | • Capture audit-ready evidence and workflow outputs.<br>• Retain the records needed to support compliance, review, and dispute resolution requirements. |

# Why Entrust

Organizations don't need to choose between digital efficiency and signing confidence. Entrust QES for Contract Signing helps transform high-value agreement workflows by bringing together the capabilities needed to execute sensitive transactions digitally, confidently, and at scale. Entrust enables organizations to accelerate agreement completion, strengthen confidence in the signing process, build trust in remote transactions, and simplify operations through a connected approach to identity verification and qualified signing.

## Some of the benefits you can expect from an Entrust QES solution:

- **Accelerate High-Value Transactions:** Reduce delays, improve efficiency, and support a better customer experience because manual and paper-based processes are replaced with streamlined digital workflows.
- **Strengthen Signing Confidence:** Retain audit-ready evidence to support stronger assurance and evidentiary support because verified identities are linked to qualified electronic signatures.
- **Build Trust in Remote Agreements:** Establish greater confidence in remote signing experiences with high-assurance digital transactions.
- **Unify Identity and Signing:** Create seamless customer journeys and simplified operational management when identity verification, signing, and evidence retention are connected in a single workflow.

## Why Entrust Is Different

Many solutions treat identity verification and signing as separate technologies, requiring organizations to manage multiple systems, integrations, and evidence sources. Entrust takes a different approach. By bringing identity verification, qualified electronic signing, policy checks, decisioning, and evidence retention together within a single configurable Entrust Studio workflow, organizations can establish who is signing, apply a qualified electronic signature, and retain the proof needed to support compliance and review requirements, all within one connected journey.

## Case Study

Learn how **Veyco and Entrust** are redefining trust in UK property transactions with AI-powered identity verification, fraud-resistant digital signing, and a faster path to closing deals.

See a click-through demo or Talk to Our Team

See demo

## ABOUT ENTRUST

Entrust fights fraud and cyber threats with identity-centric security that protects people, devices, and data. Our comprehensive solutions help organizations secure every step of the identity lifecycle, from verifying identity at onboarding to securing connections and fighting fraud in everyday transactions. Ongoing monitoring supports compliance and safeguards keys, secrets, and certificates. With a foundation of identity-centric security, our customers can transact and grow with confidence. Entrust has a global partner network and supports customers in over 150 countries.

For more information, visit www.entrust.com.





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