



## AUSTIN FRASER

Austin Fraser is a specialist recruitment company that works across Technology, Digital, Life Sciences, Automation and Aviation industries. Each consultant specialises within an extremely specific market, skill set, and geographical area, opening the doors to fantastic networks. The company operates globally, with its headquarters in London, and other offices in Germany and the United States.

### CHALLENGE

Functioning in a fast-paced digital environment is critical to Austin Fraser's success. Traditionally, agreements were sent via email and could be completed quickly, but the process still involved printing, signing and scanning paper documents. Austin Fraser wanted a seamless, end-to-end digital solution.

### SOLUTION

Austin Fraser looked at several digital solutions but decided that DocuSign was simply the best in class and could best move the company into the future. The Austin Fraser team was able to design custom templates, with easy adoption enterprise-wide.

### RESULTS

Speed of agreement completion is a top consideration, but so is document tracking and visibility. "We could process 15-20 contracts per day. When you consider all the people who need to be notified, you could be talking 60-80 emails per day. That's a lot to keep track of," describes Richard Stenson, Head of Commercial and Legal. "DocuSign really simplifies that and reduces mistakes, errors, and lost email."

Because DocuSign agreements can be completed on a mobile device, Austin Fraser believes



### RESULTS

Improved agreement visibility and tracking



Elimination of printing, scanning and signing agreements



A digital agreement solution that interfaces seamlessly with Google Docs



it maintains its competitive edge globally. "If we have a great candidate, it is more likely we can sign them on the spot and not lose them to a competitor," adds Laura Regin, Contract Care Consultant.

Additionally, Austin Fraser leverages DocuSign's easy integration with Google Docs, a mainstay platform for Austin Fraser. "We are a global company. We can make changes to an agreement fairly quickly by using the chats in Google Docs or by conducting a Google hangout," explains Stenson. "The documents save in Google Drive. We just right-click and it opens in DocuSign," he adds.



"We wanted one system that contained all our critical documents. DocuSign provides a simple one-stop system that makes it easier to track and share agreements."

**RICHARD STENSON**

HEAD OF COMMERCIAL AND LEGAL,  
AUSTIN FRASER

**ABOUT DOCUSIGN**

DocuSign is changing how business gets done by empowering anyone to transact anytime, anywhere, on any device with trust and confidence. DocuSign keeps life moving forward.

**CONTACT**

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