
Magna Powertrain Digitally Accelerates their Purchasing Department

Magna Powertrain is a premier supplier for the global automotive industry, with full capabilities in powertrain design, development, testing and manufacturing. Magna's global purchasing organisation needed a more streamlined and secure way to track and acquire signatures on supplier agreements, purchase orders, terms and conditions and other critical business documents. By implementing DocuSign eSignature technology, Magna Powertrain's purchasing department has accelerated signature acquisition, enabled process visibility and increased legal and industry standards compliance, all while saving time and money.

Magna Powertrain's tedious global purchasing process

For the busy employees in Magna Powertrain's global purchasing organisation, contracts, agreements, expense forms and other documents are a key part of daily business. Obtaining and tracking signatures from geographically dispersed suppliers and internal approvers was becoming increasingly challenging. "It was a tedious and time-consuming process," said Eric Stiebel, Strategic Commodity Manager for Magna Powertrain. "The first person would print, sign, scan and email a document to the next person who would then do the same. There was no easy way to track the signatory process." In fact, gaining approvals could take up to two weeks, requiring valuable time from the organisation's administrative assistant to track signatures and send reminders. Furthermore, keeping legible documents on file was crucial for legal reasons as well as for automotive industry standards compliance. Mr. Stiebel commented, "We were wasting valuable time scanning and oftentimes the end product was not legible."

DocuSign eSignature—a secure and compliant solution

It was time to end the sign-print-scan-repeat cycle. Mr. Stiebel began exploring eSignature technology last year as a way to automate the signature process and ensure legible and compliant documents. "We really like the security features and document storage capabilities that DocuSign offers," commented Mr. Stiebel. He says that DocuSign stood out as an eSignature provider, especially in terms of its user interface and mobile capabilities. He also liked DocuSign's security and certificate of authentication features.

Results

Accelerated document signing

from 1-2 weeks to less than a day

Increased compliance

of legal and industry standards

Improved visibility

into document signing processes

Decreased costs

of paper, ink and lost productivity

Magna Powertrain accelerates document signing while decreasing costs with DocuSign

Today, approximately 110 global purchasing employees at Magna Powertrain are using DocuSign to complete signature transactions. Internally, the purchasing organisation uses DocuSign to secure signatures for expense reports, travel requests and sourcing approvals. "In the past," said Stiebel, "something might sit for a week or longer. Now we can get approvals the same business day."

Externally, Magna Powertrain uses DocuSign for scheduling agreements, purchase orders, non-disclosure agreements, letters of intent and terms and conditions agreements. "When we have a contract or nomination letter we use DocuSign to capture the supplier's signature," said Mr. Stiebel. "DocuSign has decreased signing time substantially – plus, now documents are traceable, so we have visibility into where everything is in the signing process." Internally buyers are saving substantial time and the administrative assistant can now focus on other responsibilities. Magna Powertrain management likes being able to sign anytime, anywhere on their mobile devices. Externally Magna's suppliers have also given the company positive feedback on the convenience of using DocuSign.

Magna Powertrain's purchasing organisation continues to find new ways to use DocuSign, customising templates with Magna branding and making forms easy to complete and send. "DocuSign is saving us a significant amount of time and ink. We can get documents signed in a day. No wasted time, no document confusion." In fact, other internal functions at Magna are taking notice of how the purchasing organisation has streamlined signatures. Magna Powertrain's corporate Accounts Payable department has already implemented DocuSign with other departments such as Program Management piloting and researching DocuSign. "DocuSign is a step forward in technology and a significant time saver," said Mr. Stiebel.

"DocuSign is saving us a significant amount of time and ink. We can get documents signed in a day from just about anywhere. No wasted time, no document confusion."

Eric Stiebel

Strategic Commodity Manager
Magna Powertrain

About DocuSign

DocuSign helps organisations connect and automate how they prepare, sign, act on, and manage agreements. As part of the DocuSign Agreement Cloud, DocuSign offers eSignature: the world's #1 way to sign electronically on practically any device, from almost anywhere, at any time. Today, more than 500,000 customers and hundreds of millions of users in over 180 countries use DocuSign to accelerate the process of doing business and to simplify people's lives.

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