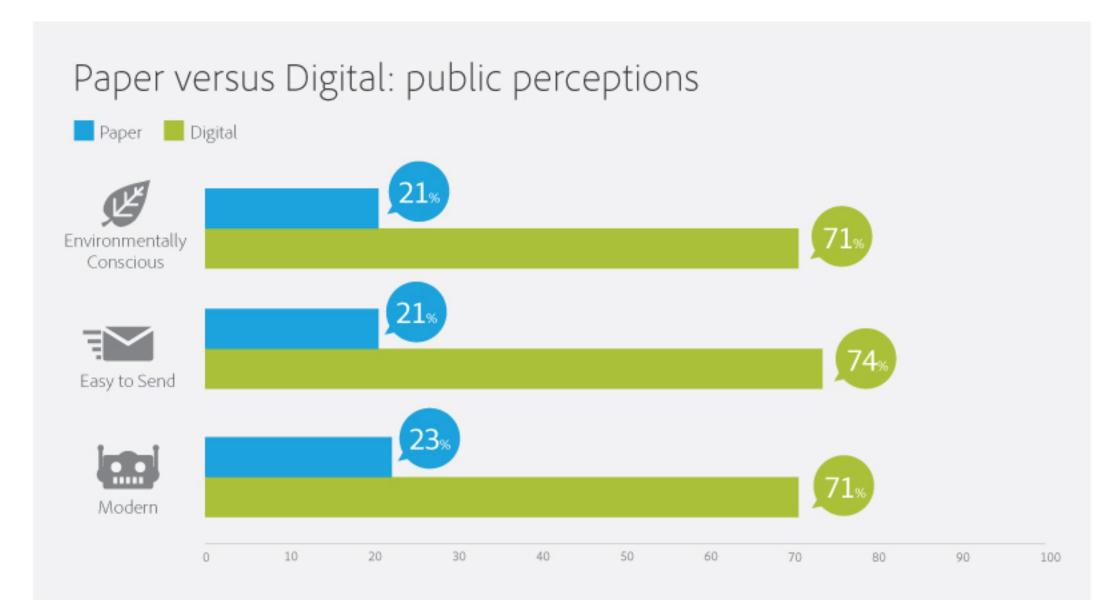
# Paper: An Endangered Species?

U.S. managers cite major concerns over paper's impact on business processes, security and environment





### Which is more secure?



60% Say password-protected digital contracts



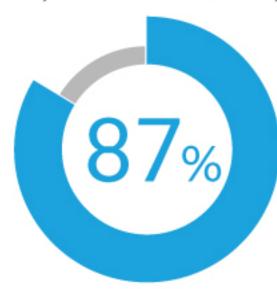
5% Say paper documents locked in a file cabinet

#### Trust issues



Agree that paper contracts are prone to being altered

## Is your office truly digital?

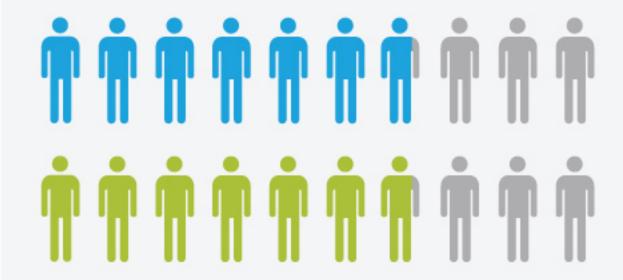


Even though 87% say their office is mostly digital, only...

Use no paper in any business transaction involving contracts

Use only digital methods when signing contracts

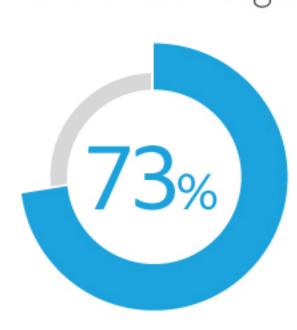
# Most people want to work for digital companies



Say companies that operate mostly on paper seem old-fashioned

Say it's important for a potential employer to operate digitally

## Benefits of a digital workflow



See the day-to-day benefits of moving to a completely digital contract workflow



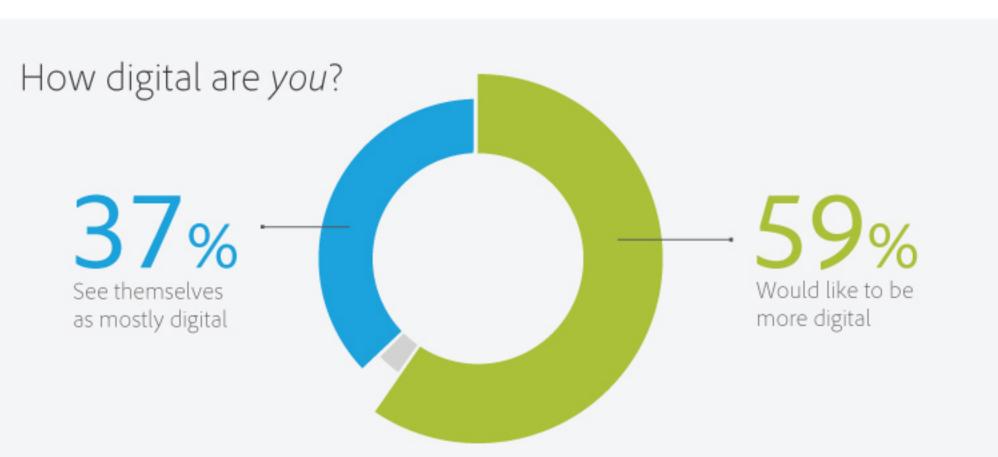
Say it simplifies work



Say it's easier to file and manage documents



easier than paper



Source: Edelman Berland survey of 1,051 managers in small, medium, and large businesses who sign, draft, send, or sign contracts and agreements, February 2013.