Qorus + DocuSign: SharePoint Revolution case study

Document creation and approval processes go 100% digital with Microsoft Office 365

Situation

SharePoint Revolution is an indirect CSP in the United States. As the CEO of a small business, Larry Nordlinger wears many hats and spends a lot of time manually writing, managing and sharing business-critical documents like pitches, proposals, SoWs and contracts. In 2017, he decided to complete the transformation to a digital business by deploying the Qorus and DocuSign bundle for Office 365, hosted on Microsoft Azure.

Solution

SharePoint Revolution centralized all its business development content in SharePoint Online and uses Office 365 to create documents. By adopting Qorus and DocuSign for Office 365, the company enhanced productivity by connecting its content to create an end-to-end Microsoft document creation and approval process, including cloud storage. The ability to do this without leaving Microsoft applications has enabled the acceleration of contract creation, approvals and workflows, and a reduction in costs.

Benefits

- Microsoft Office helps contribute to a nearly 150% faster turnaround time for document creation, agreements and signatures.
- Having the solution available on Office 365 makes it easier to adopt on a platform most customers already use.

Office 365 partner profile

Qorus and DocuSign have joined forces; their bundled Office 365 solutions help Microsoft customers make document creation and approval processes 100% digital from start to finish. This enables organizations to get to market fast and close more deals.

"SharePoint Revolution uses Office 365 and Azure to efficiently create and manage all our content, including proposals, SoWs and contracts. Adding the Qorus and DocuSign bundle for Office 365 has made us even more productive and profitable."

Larry Nordlinger
CEO, SharePoint Revolution

See Qorus in action!

Boost productivity, enhance the customer experience, and accelerate the sales process with Qorus.

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www.qorusdocs.com | info@qorusdocs.com
+1 844 516 8000

About Qorus Software

Qorus is the sales enablement platform that connects people, content and data to get to market fast and win more deals.

Our software is incredibly powerful but highly intuitive and very easy to use. It's integrated across Microsoft 365 and major CRMs. Our award-winning Customer Success Team ensures our clients across all industries reach their goals.

We are a diverse, vibrant group with headquarters in Seattle and major offices in New York, London and Cape Town.