

Process Automation and deep consultancy knowledge, the starting point of the of Digital Transformation Journey

**Lefteris Anastasakis**

**Vice President, PRIORITY**

# Who we are

**25 years**  
of operations

**1.300+**  
customers/companies,  
**47%** of top **100** businesses  
according to **Forbes, Greek  
List 100+**

**60+ Personnel**  
in Greece & Cyprus

**Doubling** our figures  
over the last **3 years**

**3.500+** certifications in  
**37** different  
**ISO standards**

**€3,5 mil.** revenue  
in **2018**

**4.000+**  
consulting projects

# Our Clients



ΕΘΝΙΚΗ ΤΡΑΠΕΖΑ



TAMEIO  
XPHMATOΠIΣTOTIKHS  
CTABEPOTHTATIS  
HELLENIC FINANCIAL STABILITY FUND



ΠΕΙΡΑΙΩΣ  
DIRECT SOLUTIONS



Προεδρία  
της Ελληνικής Δημοκρατίας



# Our Services



- **Consulting Services**
- **Software Solutions**
- **Training Services**

# New era, new challenges...

Who led the digital transformation of your company?

A) CEO

B) CTO

C) COVID-19

- **How do we use technology to increase our competitiveness?**
- **How do we ensure business continuity in unprecedented situations?**
- **How can data analysis help us make better decisions?**
- **What is the role of simplification of processes?**
- **How does technology drive society to make changes?**
- **And finally, how does technology prove to be a catalyst to prepare for unexpected events, such as the pandemic?**

**PRIORITY - BPM:**  
rich experience and deep expertise in BPM

# PRIORITY BPM

- **PRIORITY** has established a partnership with 2 BPM SW Vendors, **Appian** (ranked by Gartner and Forrester as Leader) and **Adonis**.
- The combination of highly skilled teams and worldwide known BPM vendors, results in tailored industry BPM implementations (financial, banking, energy, government, retail etc.)
- The exploitation of BPM SW, facilitates and simplifies organizational activities and tasks through a business process re-engineering, in terms of:
  - Centralize and coordinate the complete product launch process
  - Reduce time-to-market by streamlining launch activities. Real-time monitoring of product launch processes, tasks, and statuses.
  - Gain visibility of creation, testing, and monitoring post-launch effectiveness
  - Accelerated time to value through streamlined processes and orchestrated launch tasks
  - Increase control to **comply with regulations and reduce risk**. Greater visibility and control of country-specific launch sequences and regulations. Automate processes to ensure governance and improve productivity.
  - **Lending**. Streamline your lending processes, from pre-qualifying through closing, to deliver increased loan volumes
  - **Operational effectiveness**. Payments and Card Operations Management. Internal audits. HR Management.
  - **Customer journey**. Manage digital and traditional channels to engage, on-board, and retain customers.

PRIORITY  
expertise



With our **25 years of experience** in optimizing business processes with the **right software solutions** we provide the **best and safest combination** to get your business to the next level of organization.



**PRIORITY eSignature solutions:**  
eSignature with validity, immediacy and functionality!

The  
cooperation  
with DocuSign

**DocuSign®**

## DocuSign eSignature benefits

- PRIORITY, for the first eSignature types (**SES - Standard Electronic Signature** και **AES - Advanced Electronic Signature**) implements the solution **DocuSign eSignature**.
- The solution **DocuSign eSignature** speeds up agreements, eliminates manual labor and makes it easier to connect to the tools and systems you already use:
  - **Do business faster:** Send and sign agreements securely from virtually any device. Up to **82% of agreements** are completed in less than a day, and **49% in less than 15 minutes**.
  - **Be more efficient:** **Elimination of manual tasks** and **convenience increase** for your customers and employees.
  - **Save money:** An average of \$36 savings per agreement by reducing hard costs and improving employee productivity.

eSignature:  
Example with  
significant added  
value!



A telecommunications or energy company which launches a campaign to get new subscribers with a very attractive offer, desires to complete the acquisition of the new customer in a short time, giving an immediate positive experience to the new prospect.

In addition, the sooner the new subscription is completed, the less likely the new subscriber will receive a counter proposal from his current provider and then putting on risk the contract and all the effort of the company in campaign.

The **electronic signature is vital** for the contracting to be done **immediately, safely** and giving a **first positive experience** to the user of the new provider, while keeping the **Customer Acquisition Cost low**.

# DocuSign eSignature Solution

- A growing number of businesses and organizations around the world are adopting DocuSign's e-Signature solutions to speed up and optimize agreement and approval processes, make faster transactions and reduce costs.
- Many of these organizations in industries such as life sciences, energy, engineering, and public sector worldwide deal with complex, heavily regulated and audited approval and quality management processes. Much like other business processes, paper-based “wet” signatures slow these processes down and prevent efficiency.
- These organizations face the additional challenge of meeting strict policies and regulatory compliance requirements that are best met by an on-premises system with signer ID verification and authentication integrated with their corporate ID systems and digital certificate-based PKI (Public Key Infrastructure) technology.

## Benefits and Features

- Works with your existing applications, enhancing your organization's productivity. The solution adds TSCP Bridge X.509 **PKI-standard digital signature-based** signing to your document authoring applications including Microsoft Office, AutoCAD, Bentley Microstation and Projectwise, as well as, leading PDF editors including Adobe Acrobat, Nitro Pro and BlueBeam Revu.
- **Enables you to sign** any digital file, while preserving the native file format after the signing process, including media files and non-document formats.
- **Integrates into your existing systems** infrastructure and business process, including the most popular document management and workflow systems, to preserve your existing processes and policies, ensuring continuity and efficiency. The Signature Appliance integrates directly with SharePoint, OpenText, Oracle, Documentum, Nintex, K2 and more.
- **Deploys quickly and easily** to signers in your organization using pre-built connectors for your applications and document management systems.

## QES - Qualified Electronic Signature με Trusted Service Provider



- PRIORITY, for eSignature applications such as **QES - Qualified Electronic Signature** has strategically partnered with **Trusted Service Provider (TSP)** according to **eIDAS Regulation 910/2014/EC** and provides the whole range of relevant digital certificates.

# Why eSignature?



- 1. In a globalized economy, every business needs **flexibility and security** in transactions.
- 2. **Management and automation**
- 3. **Priority's guarantee of effectiveness**



# Why PRIORITY?

- **PRIORITY**, through its partnership with **DocuSign**, the world's largest online signature provider, but also with the iconic Trusted Service Provider in the field of Digital Certificates, is able to provide a complete end-to-end portfolio of eSignature services at all levels:
  - From the simple **SES**, to very demanding **QES** applications
  - With unparalleled quality along with **validity, immediacy and functionality**
  - Contributing further to the **Digital Transformation** of your business and to the **increase of your productivity!**



# PRIORITY self-transformation

# PRIORITY – Transformation Enabler

**PRIORITY**  
TRANSFORMATION ENABLER

- First applying the Digital Transformation to itself, **PRIORITY** has now changed its strategic position by **providing software and digital solutions** that allow this transition to large organizations.
- **Digital Transformation** is the key to changing any company in order to remain competitive in its industry, to become simpler in its processes, more efficient in its performance and more functional in its activity; and we are now the true evangelists of Digital Transformation as a **Transformation Enabler**.

Thank you!

[info@priority.com.gr](mailto:info@priority.com.gr)

