

Agency tunes into better business with BT eSignature



Contracts essential

Live music is as popular today as it has ever been, but finding the right musicians for a private or corporate event is not easy. That's where an agency like DG Music comes in. It offers a free professional music consultation service to guide clients to the best choice of live music for their event.

David Graham, founding director, takes up the story. "One of our central concerns is receiving signed contracts from both artists and customers promptly and securely."

Awesome solution

Essential to ensure the deal is done, DG Music relied on the postal service for those vital contracts, but this was neither fast nor reliable. All too often important documents just didn't arrive.

The company started looking at the feasibility of developing its own in-house application to allow electronic contract approval.

"One day, I Googled the words electronic signature and found myself on the BT web site," recalls David. "It was awesome. BT eSignature was exactly what we needed: an off-the-shelf solution with no software to load and reasonable monthly costs. It was a no-brainer. I signed up for a free trial there and then."

About DG Music

Based in the county of Rutland in the heart of England, DG Music supplies professional musicians and bands for private bookings and public performances all over the UK and Europe. The agency represents hundreds of artists and caters for a wide range of musical tastes – from jazz, blues, classical string quartets, and pianists to soul, funk, disco, and salsa bands.

The logo for DG Music, featuring the lowercase letters "dgmusic" in a bold, orange, sans-serif font.

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Much greener

As well as enabling the rapid authorisation of contracts, DG Music appreciates the added BT eSignature features such as automated reminders for clients that have not responded, online back up of all contracts, and the ability to access the system from anywhere, anytime with just a connection to the internet.

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Safe and secure

BT eSignature has also been well received by DG Music's customers. The system is very simple and intuitive to use, and being a BT hosted service they feel comforted that the system is safe and secure.

David Graham sums up: "I would not be overstating matters when I say that BT eSignature has transformed our operations. We could not imagine reverting to a paper and postal system again. For us, BT eSignature is here to stay."

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About BT eSignature

Provided in association with EchoSign, BT eSignature makes it simple to get important documents quickly and securely signed. With nothing to download or install, it is completely secure as well as being legally compliant for both written and electronic signatures. Recipients do not need an account of their own; they simply need an email address. BT eSignature automatically ensures the document is signed, tracked, filed, and emailed back to both parties as a PDF so that everyone involved has an approved copy of the executed agreement.

For more information visit the website: www.bt.com/btesignature

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