SigNet Technologies Automates Proposal Process with DocPoint and Nintex

BACKGROUND

SigNet Technologies, Inc. is a security systems integration company, focused on the physical security needs of both government and commercial clients. Founded in 2006 and headquartered in the Washington, D.C., Metro area, SigNet has extensive experience in the design, integration, installation and maintenance of Electronic Security Systems (ESS), Force Protection Security Systems (FPS) and Infrastructure Protection Systems (IPS), along with other synergetic systems and sub-systems.

THE CHALLENGE

A small but rapidly growing company, SigNet sought to replace its manual pre-sales proposal process. Although SigNet had Microsoft SharePoint in place, it treated it more like a glorified file storage system, rather than an enterprise-wide collaboration tool. Therefore, there was a great deal of paper, folders and permissions involved in the proposal process— only made more complex by the lack of documentation or governance.

SOLUTION

SigNet turned to DocPoint Solutions, Inc., an enterprise content management (ECM) expert specializing in SharePoint consultation, implementation, customization, training and support. DocPoint helped SigNet redesign the pre-sales proposal process with Nintex Workflow. Integrated with SharePoint, the solution allows SigNet to manage each project or workflow as a site. From there, SigNet is able to capture new designs for projects, route them to the appropriate teams, obtain approvals and kick off "post-win" workflows.

RESULTS

With DocPoint and Nintex, SigNet has automated its proposal process, which includes pre-sales engineering and estimating. As a result, approvals are routing 50% faster, as SigNet employees are able to see the status of an approval with the click of a mouse. Additionally, child workflows have helped SigNet automate post-win processes. Looking forward, SigNet would like to integrate Yammer into its workflows, introduce Nintex Mobile on tablets, and extend the solution to other departments to realize additional benefits.

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