

# Comparative Analysis Case Study

B L  E I N K

vs.

**DocuSign®**



**Adobe**

# The City of Mesa

## The Problem

Cost of **DocuSign**  **Adobe**

The cost of DocuSign and Adobe envelopes and users was prohibitive to the departments within the City of Mesa. Only a fraction of the departments in need were able to utilize eSignatures.

## The Solution

Cost of **B L  E I N K**

With 42% cost savings, unlimited users and built-in support the City of Mesa was able to globalize an electronic signature solution to every department within the city.





# Lower Cost, Global Use

## Department Use

With **DocuSign**  **Adobe**

- HR - 3 users only
- Accounting - 2 users only
- Fire Dept - 5 users only
- Miscellaneous - scattered individual access

DocuSign

Total users: 25



## Department Use

With **B L  E I N K**

- HR - Expanded
- Housing
- Parks and Recreation
- Internal Affairs
- Police Department (entire dept)
- Fire Department (entire dept)
- Legal
- Convention Center
- Purchasing
- Information Technology
- Water
- SmartCity Application
- Grants/Special Programs
- Solid Waste

BlueInk

Total Users: Unlimited

# eSign With Peace of Mind





# Customer Care without the Cost

## Support Cost

With **DocuSign**  **Adobe**

Additional support cost with DocuSign and Adobe caused another expense that was prohibitive to the city from being able to use eSignatures globally.

## Support Cost

With **B L  E I N K**

BlueInk provides built-in support that helped the City of Mesa effortlessly transition to BlueInk within 3 days without additional cost.







# Interested in exploring BlueInk as an eSignature partner?

- Procurement-Friendly
- Effortless Transition
- Dedicated Support Team

"BlueInk has been a great partner for the City of Mesa. They are procurement-friendly, always quick to respond and act as an extension of our staff."

Travis Cutright, CTO, City of Mesa

