

Case Study

Educational non-profit supports more at-risk youth with AssureSign's web form integration

Customer Profile

Junior Achievement of Greater Kansas City was established in 1955 as one of 109 Junior Achievement markets in North America. The non-profit organization's mission is to inspire and prepare students for future global economic success using experiential learning opportunities in Kansas City area schools and youth development programs. By working through real-life simulations involving business management, financial literacy, and entrepreneurship, Junior Achievement of Greater Kansas City equips today's students with tools for prosperity in tomorrow's workplace. One of the primary focuses of the organization is to bring these vital tools and resources to at-risk youth from low-income homes. Like many non-profits, Junior Achievement heavily relies on community volunteers to serve as mentors, bringing real world lessons to classrooms across the community and inspiring hope and confidence for future success. In 2016, the organization garnered an unprecedented number of volunteers, allowing them to reach nearly 26,000 students—over 75% of which were students from low-income homes.

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**Junior
Achievement®**
of Greater Kansas City

Situation

The organization was excited to continue expanding its volunteer base to meet the growing demands for Junior Achievement programming in schools and classrooms throughout Kansas City. Yet, year after year volunteer growth began to present side effects. Each volunteer is required to agree to a code of conduct before becoming an extension of Junior Achievement in a classroom. Until recently, the agreement was signed in-person with a pen to paper signature. Filing, along with retention of these agreements had always been a pain point for the Kansas City market, but as the program grew, their manual process became unsustainable. Not only was storage space a growing concern, but document retention and verification as well as the filing process was lacking oversight, leaving the non-profit potentially legally vulnerable. Moreover, there



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wasn't a way to provide volunteers a copy of their signed documents.

The combination of program growth, minimal document tracking, and limited resources to manage accountability led Junior Achievement to consider an electronic method of capturing signatures. Before looking for an eSign vendor, Junior Achievement of Kansas City attempted to provide online signing through their own online setup. They soon learned this process did not meet all the requirements of the ESIGN and UETA legislation, and that these captured signatures may not uphold in a court of law. The non-profit again found themselves grappling with legal liability.

Solution

The Kansas City market knew they needed to continue capturing signatures electronically, but through a secure, robust, and cost-efficient solution that met their every need. Before arriving at AssureSign, the organization researched other eSign vendors, yet none of them met the desired cost-benefit or necessary integration capabilities. After being referred to AssureSign by a Junior Achievement board member, Junior Achievement found the price point they were looking for without having to sacrifice security, cost-benefit, or integration capability.

AssureSign's open and flexible APIs allowed the development experts at Junior Achievement to build a proprietary web form integration that leveraged AssureSign's secure and compliant eSignature solution within their own registration

portal. With eSignature, the portal can now satisfy the entire end to end process, allowing volunteers to register and electronically sign agreements.

Benefits

Since the Junior Achievement of Greater Kansas City's integration with AssureSign went live, employees have reduced time spent—and paper wasted—filing agreements and hunting down volunteer signatures. Moreover, Electronic signature relieves a considerable amount of pressure from the non-profit's purse strings, allocating that much more funding to serving its students. "It's absolutely worth the investment..." said one senior level employee. "It's helped us streamline our business practice while allowing us to provide a quality and timely response to our volunteers."

The all-in-one web form integration allows organization volunteers to effortlessly register for opportunities and agree to abide by conduct and responsibility expectations. Further, because AssureSign's eSignature platform surpasses all ESIGN and UETA requirements, Junior Achievement can assume confidence in the legality of every signature, every time. AssureSign's eSignature platform not only enables the Kansas City market to seamlessly obtain legal signatures, but also to provide every volunteer with a personal copy of their signed documents. The ease of volunteer registration and signing helped the non-profit amass 1,000 volunteers last year, the largest number they've ever achieved! AssureSign enables Junior Achievement of Greater Kansas City to garner more volunteers, time, energy, and funding, creating more learning opportunities for Kansas City's students.

