

**foxit** x Xseed



Case Study:

# **Xseed Leads the Way:** From Friction to Fluidity with Foxit eSign

Keeping up with the latest in technology is key to staying ahead in today's competitive landscape. [According to recent market research](#), a sizeable **86%** of IT decision-makers have jumped on board with eSignature software in the past year, and an impressive **85%** have their sights set on further investments in the near future. This signals a significant move towards digital transformation as companies strive to make their operations more efficient, adaptable, and scalable.

With the changing nature of work, where **20%** of employees work remotely, and another **20%** are in hybrid setups, eSignature solutions have become essential for managing documents seamlessly in these flexible environments. These trends highlight the need to embrace digital tools and leverage modern technologies to adapt to new business realities and maximize their potential.

---

"A priceless  
and irreplaceable  
product right now."

Xseed

**Mateo Bervejillo,**  
CEO of Xseed

[www.xseed.com.uy](http://www.xseed.com.uy)

---

Xseed Solutions, an innovative software development company led by CEO Mateo Bervejillo, had already established a firm foothold with a team of creative developers and prestigious clients like Coca-Cola. However, as Xseed aimed to expand its operations, it encountered a significant hurdle: its current electronic signature software needed to catch up with its growth plans. Realizing the need for a more robust solution to support their expansion, Mateo and his team set out to find a new electronic signature software - landing finally on Foxit eSign. The switch to Foxit's comprehensive platform eliminated these obstacles, offering the tools, scalability, and efficiency required to propel their progress.

Follow Xseed's journey and [learn how they tapped Foxit eSign](#) to harness their full potential.

## Xseed: A software development company looking to expand

Xseed has a dynamic team of over 65 employees and has achieved an impressive annual recurring revenue of over \$3 million. With a track record of providing top-notch software development and technical talent to well-known clients since their beginning in 2010, they were well-equipped with the expertise and resources to propel their operations to new heights.

At the time, Mateo was determined to double his company's size by the end of the following semester. Knowing that any friction within his company could hold them back, Mateo and his team started examining their business processes to find the biggest operational inefficiencies. They soon discovered a major obstacle: their electronic signature system.

### An urgent need for better electronic signature software

Xseed, like many cutting-edge organizations, depends on electronic signature software to power its daily operations. The use of eSigning solutions is vital for a variety of software-related tasks, such as:



#### **eSigning and Managing Digital Contracts:**

Streamline eSigning and managing electronic contracts and agreements through customizable templates and automated workflows.



#### **Anywhere, Anytime Signing:**

Clients and vendors can sign important forms and contracts from any location at any time, using any device. This flexibility enhances convenience, eliminates bottlenecks, and ensures critical documents are completed promptly without the need for physical meetings or delays.



#### **Customizing Signature Workflows:**

Enhance and speed up signature workflows by incorporating digital signatures, determining the signing order, and designing custom fields to capture extra information.



### **Integrating with Business Software:**

Smoothly integrate eSign solutions with CRM solutions like [Salesforce](#), popular communication apps like [Microsoft Teams](#), and more to simplify and streamline business operations.



### **Automating Signature Collection:**

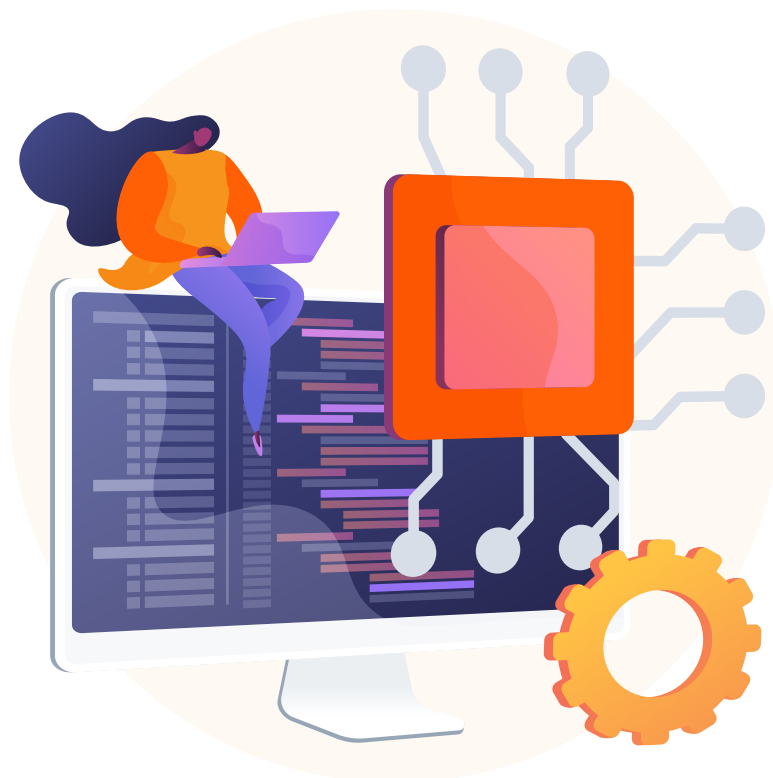
Automate the process of collecting signatures from multiple parties, reducing manual effort and time.



### **Centralized Document Management and Accessibility:**

Organize and access all signed documents through a unified platform that centralizes secure document storage, retrieval, and management. This ensures that all eSigned documents are easily accessible to authorized users from any location.

Sending, signing, completing, integrating, and managing – many businesses depend upon these document signing processes to complete important documents, close deals faster, and share sensitive data, and Xseed is no exception.



## Going with what you know

Like many other companies, Xseed previously utilized standard electronic signature platforms like DocuSign and Adobe. They opted for these platforms simply because they were well-known in the market and familiar to most employees and clients.

”

"Unfortunately, many times you just stay with what you know," **Mateo said**, "and those are very well-known solutions, so we didn't know any better."

Xseed

Xseed discovered challenges in managing multiple electronic signature platforms, as different departments used various tools. This led to a fragmented system that made their electronic document process inefficient and difficult to manage within budget.

**Thankfully, they heard from a friend about Foxit.**



## Turning to Foxit

Upon hearing about Foxit from a business partner, Mateo and his team wasted no time getting in touch. During the conversation with Xseed's CFO and operations manager, they highlighted their challenges with multiple document management solutions. They emphasized their urgent need for a single, centralized platform. They specifically outlined some key requirements for the new solution:

- A **comprehensive system** that could easily handle the heavy lifting of their electronic signature needs.
- Incorporation of essential **document creation and editing functionalities**, such as PDF creation, editing, and merging.
- A **user-friendly interface** that simplifies and accelerates user onboarding for both employees and customers.
- **Effortless change management** tools and support, making transitioning to new document management processes smooth and efficient, minimizing disruption, and maximizing user adoption.
- An **adaptable design** that easily fits into the unique workflows of each department.
- An innovative platform that introduces **cutting-edge features** that sets new trends and delivers value.
- 24/7 access to **expert customer support**.
- **Transparent pricing** structure with no hidden fees.

Fortunately, they found a simple solution in Foxit's robust eSign and PDF features.

## Why Foxit?

---

So, what made Foxit stand out among the competition during Xseed's decision-making process? The answer is simple. Foxit delivers an electronic signature solution that not only offers a comprehensive suite of sending, signing, and completion features but also allows users to create, edit, share, and store PDFs in a unified and workflow-friendly environment. Foxit's flagship products, PDF Editor and eSign, combine to give customers like Xseed the power to complete important forms and contracts faster and easier than more popular industry names – and at a more affordable price.

### Take a look at some of the standout Foxit eSign features that sealed the deal for Xseed:

- 1 Legally Binding eSignatures:**  
The capability to send, sign, and collect legally binding electronic signatures, ensuring compliance with industry regulations.
- 2 Seamless Document Sharing:**  
Improved ease and functionality within the user interface, enabling team members and clients to complete signing tasks faster, collaborate in real-time, and streamline the entire document process.
- 3 Flexible Signing Options:**  
The power to sign documents from any device, at any time, and from any location, enhancing convenience, speed, and accessibility.
- 4 Template Management:**  
Creation, import, and use of customizable templates to standardize frequently used documents, improving efficiency and consistency in document preparation for eSigning.
- 5 Audit Trails and Compliance:**  
Detailed audit trail maintenance for all document and signing activities, ensuring transparency and compliance with regulatory requirements.
- 6 Integration with Popular Business Applications:**  
Seamless integration with popular business software like Salesforce, [Zapier](#), and [Google Workspace](#) to streamline workflows and enhance productivity.
- 7 Regulatory Compliance and Security:**  
Foxit eSign ensures compliance with E-SIGN, UETA, and eIDAS regulations and is SOC 2 certified, providing top-notch security and confidentiality.

## Xseed's journey to success

Xseed wasted no time recognizing the potential of Foxit's electronic signature software. Their proactive approach paid off as they smoothly navigated the Foxit eSign onboarding process, with Mateo describing it as **"in one word, beautiful."**

Armed with Foxit's powerful tools, Xseed leveraged the software's eSign and PDF capabilities to transform its operations and successfully reach its ambitious growth targets. Take a look:



**Consolidation:**

Xseed Solutions stepped up its game by optimizing its document management processes, cutting through the clutter, and boosting productivity. By integrating Foxit's eSign software, they bid farewell to multiple systems and welcomed a seamless and effective document management flow.



**Communication:**

Xseed empowered their design and marketing teams to work together seamlessly with the help of Foxit eSign. By integrating this tool, they broke down barriers and enhanced communication, enabling them to collaborate more effectively on projects.



**Customization:**

By leveraging the versatile features of Foxit eSign and Foxit PDF, Xseed was able to create customized documents that perfectly fit their requirements, including project briefs and software workflows. This flexibility streamlined their overall document creation processes.





**Customer Support:**

The team at Xseed truly took advantage of Foxit's continuous 24/7 expert support, showing their dedication to utilizing expert advice for ongoing growth. Mateo and his team valued their partnership with Foxit, which enabled them to conquer obstacles and achieve success.



**Convenience:**

Xseed's proactive adoption of Foxit eSign made their employees' lives easier, freeing them to focus on their core strengths rather than chasing after signatures. Mateo's thoughtful choice to introduce user-friendly tools uplifted team spirit and ramped up productivity while delighting clients across the board.



**Cost Efficiency:**

Foxit eSign's simple pricing structure empowered Xseed to allocate resources efficiently, enabling it to expand operations while demonstrating its strategic vision.



## Empowering Growth with Foxit's Innovative eSign Software

---

Xseed Solutions was a company with exceptional talent and forward-thinking leadership. Still, they were missing a crucial piece of the puzzle for expansion—the right electronic signature and PDF tools. Their old processes, made up of different eSigning solutions and complex interfaces, weren't cutting it. Realizing this, Xseed made a bold move and implemented Foxit's comprehensive eSign software, giving their document signature workflows a massive upgrade in the process. This game-changing decision allowed them to boost collaboration with clients and simplify document management, from sending, signing, and completing electronic signatures to PDFs to creating, editing, and managing PDF data.

”

**Mateo remarked,** "I would highly recommend Foxit e-signing solutions to anyone in our industry, but at the same time, sometimes I just want to keep them as my little secret. I just think they're that great."

Xseed

Xseed's smart decision to integrate Foxit's eSign tools into their workflows not only strengthened their foothold in the industry but also set the stage for future expansion, showcasing the immense potential of the right technological collaboration.

**foxit** ESIGN