



## Government E-Signature User Conference 2012

**E-Signature Trends for Government:** Web, Enterprise and Mobility

March 29, 2012 • Washington, DC

### LOCATION

Crystal City Marriott at Reagan National Airport  
1999 Jefferson Davis Hwy, Arlington, VA 22202

Phone: (703) 413-6543 | Fax: (703) 413-0185

Metro: Crystal City Station

[Click for Hotel Info](#)

**7:00 – 8:00**

### Registration and Continental Breakfast

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**7:30 – 8:00**

### Technical Networking

Take this time to meet with a technical expert over coffee, and have your questions answered one-on-one. Attendees are invited to submit a meeting request in advance, along with their questions, to [erin\\_murphy@silanis.com](mailto:erin_murphy@silanis.com)

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**8:00 – 8:15**

### Welcome & Introduction

Silanis President and Co-Founder Tommy Petrogiannis

Tommy will open the conference with a presentation on one of our three corporate objectives for 2012: delivering the “best experience” possible to our customers. He will focus on how that shapes our commitment to government and what it means to you. He will also share results from a recent Silanis customer survey and explain how those results are driving change at our company.

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**8:15 – 9:15**

### Product Marketing Update: Trends in Enterprise E-Signatures

Michael Laurie, Vice President, Product Strategy

François LeBlanc, Director of Product Marketing

It has been more than a decade since the E-SIGN legislation was passed, and e-signatures are now becoming mainstream. This session will cover how e-signatures are being used today in response to the need for enterprise-class software applications – specifically what are the business processes, adoption rates, ROI, volumes, deployment options and more. We will also explain how Silanis’ evolving product suite meets the four e-signature use cases as segmented by a leading analyst firm.

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**9:15 - 9:30**

### Mid-Morning Break

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**9:30 - 11:00**

### **Roadmap and Product Vision**

Alexei Savchenko, Chief Technology Officer

Newly promoted to CTO, Alexei Savchenko has been with Silanis since 2000 during which time he made significant contributions to the architecture and strategic direction of Silanis' e-signature solutions. In this session, Alexei will provide an overview of the company's product development vision as well as highlight new features in upcoming product releases, taking into account government-specific requirements such as compliance, the cloud, mobility and analytics.

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**11:00 - 11:30**

### **Feedback Forum**

Following on the heels of the product vision presentation, this 30-minute slot is your opportunity to share what features and functionality you would like to see on the Silanis product roadmap. Come prepared with questions and suggestions.

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**11:30 - 12:30**

### **Networking Lunch**

Share your experiences with other government customers using e-signatures.

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**12:30 - 1:15**

### **Compliance, Regulations and Legal Update**

Michael Laurie, Vice President, Product Strategy

Electronic signature legislation has been in place for years and there is a growing body of case law, as well as government policy and regulations, on electronic records and transactions. But ensuring your processes comply with laws and regulations alone does not guarantee they will be enforced, if challenged in court. This session will provide an update on what the courts have been saying with regards to e-signatures and records as well as recent noteworthy changes to regulations and standards.

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**1:15 - 2:00**

### **e-Sign Desktop Update**

Alexei Savchenko, Chief Technology Officer

e-Sign Desktop (formerly ApproveIt Desktop), is the most widely used e-signature solution within the US government. Dozens of departments and agencies are using the solution to automate processes ranging from task orders to HR on-boarding/recruiting. This tactical session will review a range of topics related to e-Sign Desktop, such as IBM Forms support, XP to Windows 7, FIPS Compliance security, JITC certification and more.

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**2:00 - 2:15**

### **Break**

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**2:15 - 3:00**

### **E-Signatures for the Enterprise**

Michael Laurie, Vice President, Product Strategy

Take a deep dive into our flagship solution, Silanis e-Sign Enterprise™. We will cover the top requirements for an enterprise solution and Silanis' four pillars (e-Sign Framework, Transaction Management, Electronic Evidence and Integration

& Architecture) along with the functionality available through each. This session will be especially helpful to organizations looking to conduct G2B or G2E transactions over the web, such as the GSA (schedule applications and modifications) or the US Army Munitions Office (munitions requests). Attendees will leave this session with a better understanding of what is possible when automating web processes, including how to manage a transaction in real-time, the types of electronic evidence that can be captured, and what is involved in integrating and scaling a solution.

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**3:00 - 3:30**

### **The Cloud**

François LeBlanc, Director of Product Marketing

Alexei Savchenko, Chief Technology Officer

Held in a group discussion format, this session will share real use cases of e-signing on the cloud, including how the State of Vermont is using e-SignLive™ to achieve paperless processes. Silanis is the only provider to offer both a dedicated cloud and a multi-tenant SaaS solution for e-signatures. Customers of all sizes are using these services to run critical business processes that underpin the viability of their organization. Attendees will take away a checklist of what to review when considering a cloud deployment.

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**3:30 - 4:00**

### **The State of Mobility**

Alexei Savchenko, Chief Technology Officer

How is mobility driving the adoption of e-signatures, and how can government connect to this new world? At all levels, from civil servants to soldiers, from vendors to citizens, people have multiple mobile devices, both personal and government-issued. This session will share a number of use cases to demonstrate how government can tap into anywhere, anytime mobile e-signing.

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**4:00 - 4:15**

### **Wrap Up**

**4:15 - 4:45**

### **Technical Networking**

This is the second of two networking breaks for government customers and the Silanis technical team. Customers are invited to submit an advance request to meet, along with their questions, to [erin\\_murphy@silanis.com](mailto:erin_murphy@silanis.com).

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**4:15 - 5:45**

### **Cocktail Reception**

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