General Requirements:

- Fast load times / smart storage & database
- Secure
- Scalable in the future
- Built for easy integration/API (Zapier, Hubspot, etc)

MVP Requirements:

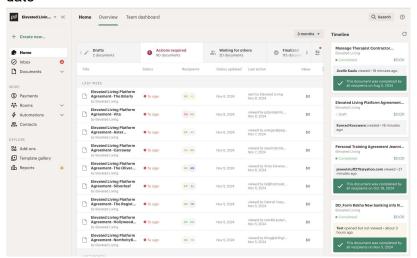
Anything highlighted in yellow is not required for MVP, but I want you to take note that we will develop in the future.

Prospect:

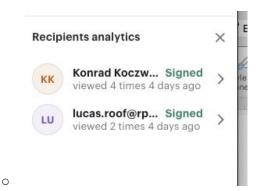
- Free trial sign up flow (limited by time)
 - o App will show a header counting own days
- Email verification sent to verify user (6 digit code via email)
- Access to customer dashboard

Customer:

- Basic dashboard for MVP (home page)
 - Shows left side menu and middle of screen shows two tabs: PENDING / COMPLETED status (by tabs)
 - Sorted by sent data
 - Table has following data
 - Document Name
 - Status (To Sign, Expired)
 - Recipients (initials with full information upon hover)
 - Sent Data
 - Last action item (sent by Konrad or viewed by Customer name or auto reminder sent to Customer Name) with date

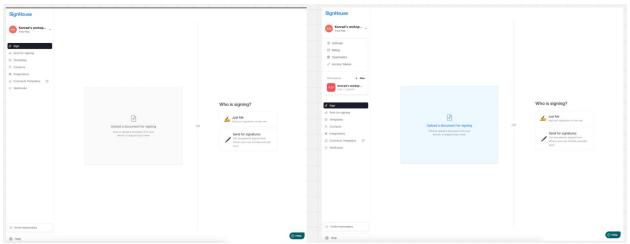


- Ability to click on documents pending/completed to view full screen
 - Basic document analytics (for signers such as



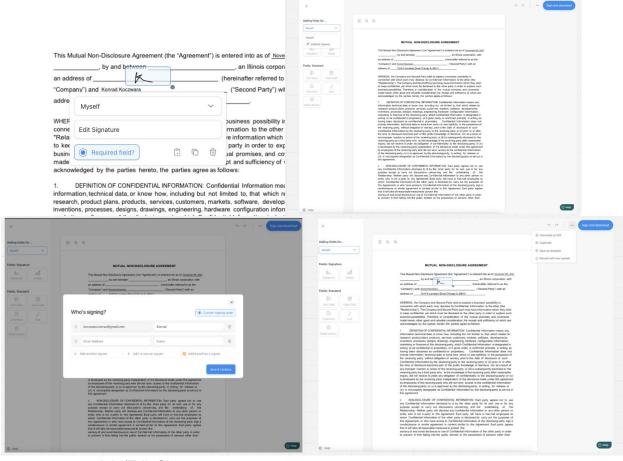
Left Side

Menu



- Company name "workspace" at the top (long term, clickable and switchable between workspaces)
- "Sign" call to action button
 - 1) Choose from template or 2) upload document
- Templates
 - List view
 - Add folders
 - Delete folders
 - Rename folders
 - Tab for "Template Library" (pre-made templates by us for various use cases)
- Fields
 - Future: Shows a list of all custom fields / merge fields for CRM mapping
- Contacts
 - Simple view of all contacts in our database
 - First name, last name, email address & status (active customer / non-active (basically anyone who is not a paying user which is usually a signee or person receiving document to sign)
- Integrations
 - https://zapier.com/apps/signhouse/integrations (EXAMPLE)

- Future: Direct Integration with various CRM systems
- Settings (bottom)
 - My account
 - Update first name & last name
 - Update Sender Name
 - Update email
 - Update password
 - Long term: ability to manage multiple workspaces/billing
 - Team
 - View list of users
 - Add/Delete users
 - Pricing updates according to # of users per month/prorated
 - Plan
 - Simple summary on top showing plan / cost
 - Charge history
 - Option to send previous receipt via email
 - Manage plan
 - Convert from free trial to paid plan
 - Downgrade
 - Upgrade
 - Monthly only (no annual for now)
 - Updating payment information
- Left side menu for MVP
 - Long term Double left side menu (similar to pandadoc/activecampaign)
- Basic document editor (for assigning fields no text editing for MVP)

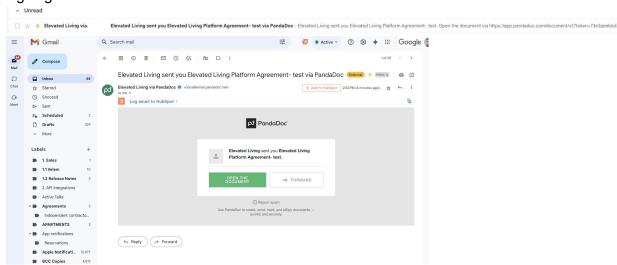


- Add/Edit Signees
 - Fields required to add/edit:
 - Email required
 - First name
 - Last name
 - Organize signing order
- Add fields:
 - Add signature fields
 - Add initials
 - Add text fields
 - Add Date Field
 - Add Checkbox
 - Add Line
 - Add Radio Button
 - Add Dropdown
 - Collect Files
- Field editing
 - Re-assign fields to signees
 - Required or not required
 - Duplicating field

- Duplicating field to all pages
- Delete field
- Placeholder text
- Global document settings
 - Download document
 - Convert to Template
 - Reminders
 - Expiration date
- Sending document
 - If using a template or adding a document via upload, sender is allowed to update the display name of the document being sent to receiver.
- Future will be full editable document builder similar to microsoft word/pandadoc

Receiver:

- Flow
 - Once sent to receiver/signee, they receive an email to begin signing

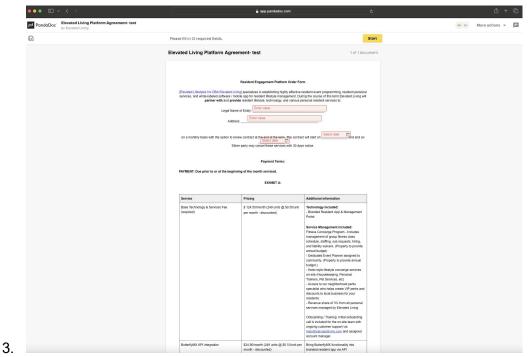


- Able to fill out documents electronically with all required fields.
- Approves signed document
- Ability to view document but not edit once it's completed by receiver
- Final link sent to receiver once all parties complete
- Ability to download view final document completed by all parties
- Document viewing expires, will need to regenerate link after 3 months.

Overall Signing flow:

0

- 1. Sender generates document & assigns signing order (or uses default signing order)
 - a. There may be multiple signers/receivers supported
 - b. Sender required to add receiver first name, last name, and email address
- 2. Receiver receives document



- 4. Receiver signs
- 5. Original sender gets an email alert when document is viewed OR signed
- 6. Receivers get an email alert when document is FULLY completed BY ALL SIGNERS ONLY
- 7. Everyone receives a final completed document
- 8. Document only gets stored in the "customer" account.
- 9. Non customers can only access via link (which expires)
- 10. Downloadable PDF with signature certificate

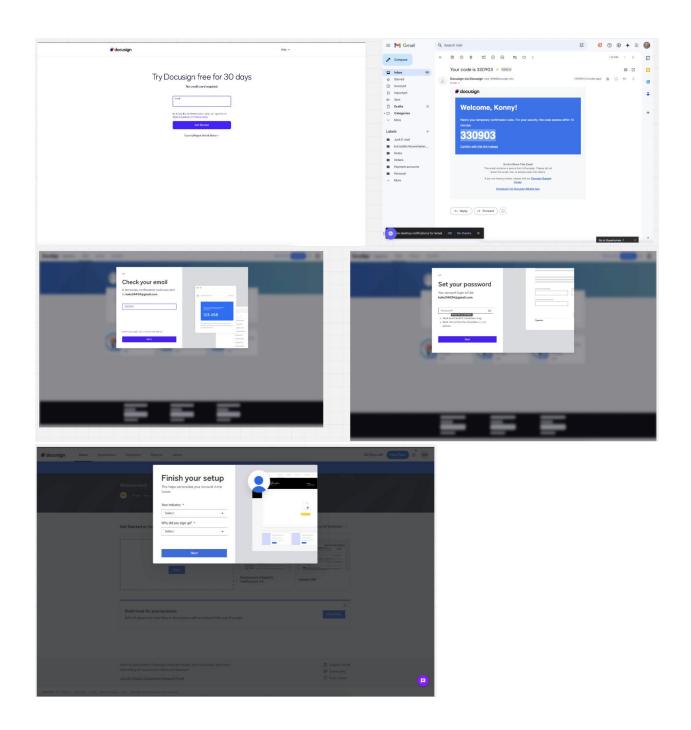


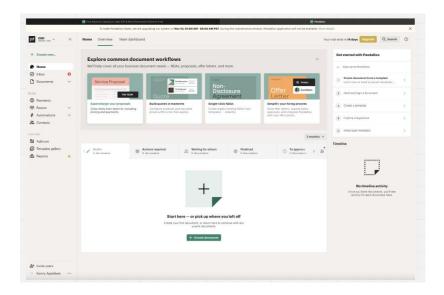
a.

For admin:

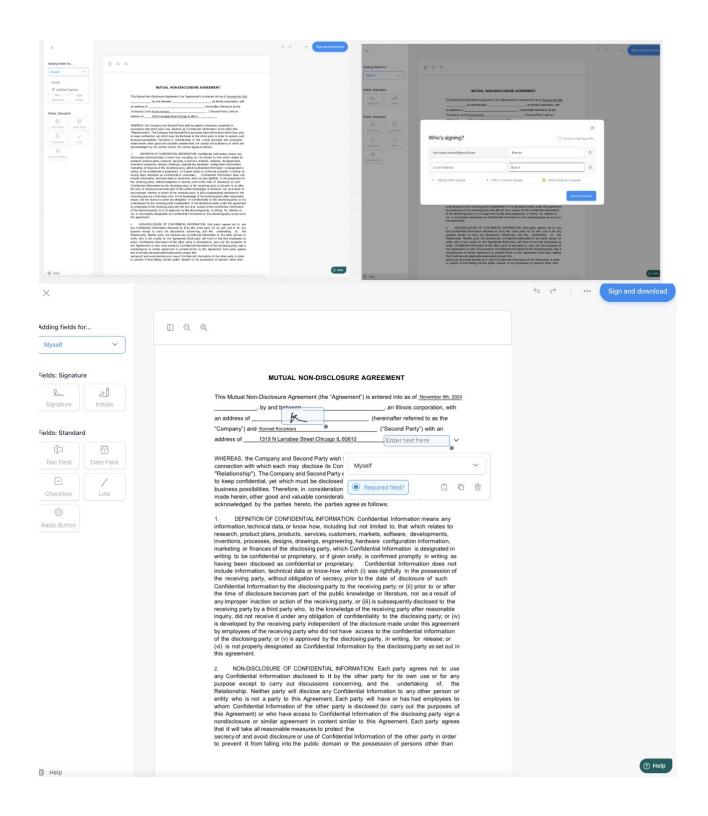
- Stripe integration
 - Ability to handle taxes based on state/country
- Simple dashboard (possibly mimic, customer dashboard but with an admin panel with ability to shadow user)
 - View financials
 - View customers / prospects (signees & receivers)
 - Typical SaaS metrics (new customers, average transaction size, churn, etc)
 - Please provide recommendations here
- Open to recommendations as it relates to integrating this app into a more out of the box solution / CRM (such as Hubspot/ActiveCampaign) – maybe longer term plan?







Let's assume my designs will closely replicate the way these systems look and feel. I do like editor inside usesignhouse.com (simple & easy)



Legal considerations (we need to make sure our app complies with the below)

In the United States, the primary laws governing e-signatures are the Electronic Signatures in Global and National Commerce (ESIGN) Act and the Uniform Electronic Transactions Act (UETA). These laws establish that electronic signatures are legally equivalent to handwritten signatures, provided certain conditions are met.

- **Key Requirements for Legally Binding E-Signatures:**
- 1. **Intent to Sign:** The signer must demonstrate a clear intention to sign the document electronically. This can be shown through actions like typing their name, drawing a signature, or clicking an "I Agree" button.
- 2. **Consent to Do Business Electronically:** All parties must consent to conduct transactions electronically. It's advisable to include a clause in your app where users agree to use electronic records and signatures. **NEED TO MAKE SURE WE HAVE A TERMS & CONDITIONS** that signers agree to prior to signing that they agree to conduct transactions electronically (could be a simple box check)
- 3. **Association of Signature with the Record:** The electronic signature must be logically associated with the document. This often involves maintaining an audit trail that records details like who signed the document and when.
- 4. **Record Retention:** Electronic records should be stored in a manner that is accurate, accessible, and reproducible for future reference. This ensures that the signed documents can be presented as evidence if needed.
- **Additional Considerations:**
- **Consumer Disclosure:** For transactions involving consumers, the ESIGN Act requires that consumers receive clear disclosures about their rights regarding electronic records and signatures. They must also consent to receive information electronically.
- **State Laws:** While the ESIGN Act is a federal law, UETA has been adopted by 49 states, the District of Columbia, and the U.S. Virgin Islands. New York has its own electronic signature law. Ensure your app complies with the specific requirements of each jurisdiction where it will be used.

By incorporating these elements into your app, you can help ensure that the electronic signatures collected are legally binding and compliant with U.S. laws.