

Over 300 million electronically signed documents and two heart attacks

e-Szignó Business Solutions

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Microsec e-Szignó Certificate Authority
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Thought of the Day

„Theory and practice are the same theoretically. In practice, they are not.”

- Albert Einstein

We are the guys in the battlefield..

- Company register system based on e-signatures:
started in 2002,
today produces over 4 million e-signed docs/year
- Notary public e-signature based procedures:
started in 2006,
today produces over 12 million e-signed docs/year

We are the guys in the battlefield..

- Judicial executors, secure delivery service:
started in 2008,
today produces over 3 million e-signed docs/year
- Financial institutions
started in 2002
today produces over 10 million e-signed docs/year

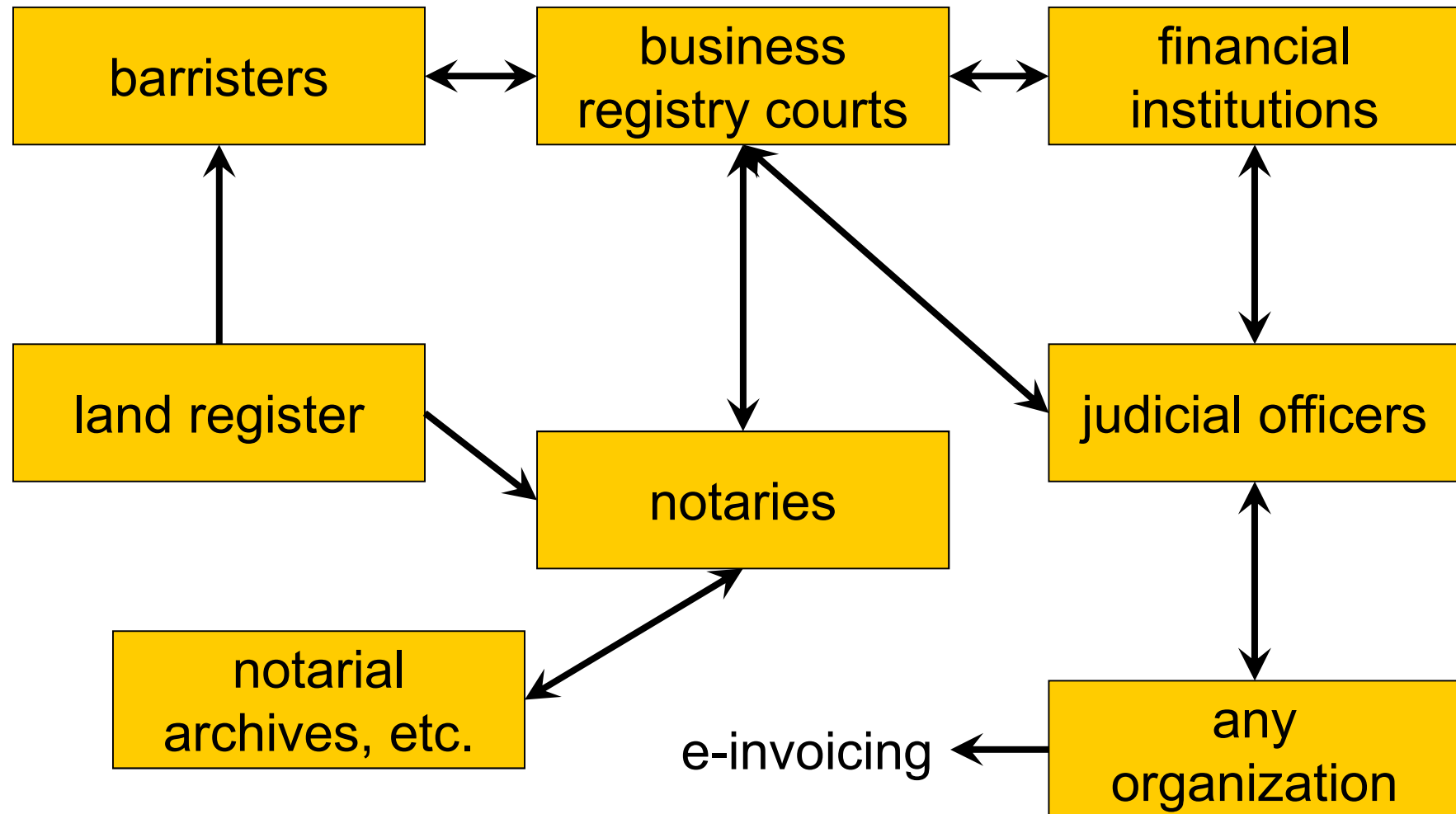
We are the guys in the battlefield..

- E-invoicing
 - started in 2005,
 - today over 10 million e-signed invoices/year
- Land registry
 - started 2007
 - today over 1 million e-signed statements/year

We are the guys in the battlefield..

- Qualified archiving service:
started in 2007,
today archives hold over 2 million docs
- Tax and Customs Authority:
started in 2005,
today over 2 million docs/year
- Other e-signature-based solutions:
from 2007 on,
today over 10 million e-signed docs/year

E-signature map of Hungary



Do we want to make money out of e-signatures?

The three principles (1)

THE LEGAL PRINCIPLE

- It is important to have a clear legal background
- Allow business logic to surface
- Avoid overregularization
- Regulations should be „allowing”

The three principles (2)

PAPER BASED WORKFLOW

- We know the paper world
- Maintain it as much as possible
- If you sign it on paper, you should sign electronically too
- Maintain the step-by-step approach when changing the day to day operations of an office

The three principles (3)

EVIDENCE BASED APPROACH

- Legal conformity is assured by individually signed documents
- Independently of how it is carried and which system uses it
- All parties possess the signed documents
- No single system needs to be trusted

Risks associated

- Support of key participants
- Degree of change ?
- e-signature should be integrated not isolated
- Signature policy
- Signature formats should be standard
- Connection with paper based workflow

Practical tips

- ☀ Step-by-step approach
- ☀ It is better to have something small but functional, than something grandiose but not working
- ☀ Do not create isolated solutions
- ☀ Do not underestimate natural resistance to the new
- ☀ Education is important
- ☀ Be informative about the project

You would like to hear the numbers?

- Basic e-signature systems
 - Average investment: 100-500 thousand €
 - Yearly operation: 20-50 thousand €
- ROI – Return on Investment
 - On average: 12 that is 1200%
 - Each € invested brings a return of 12 €
- 2011: more than 100 million e-signed documents
 - Exponential growth from the previous years

Microsec e-Szignó Certificate Authority



Supplier of the

- ❑ Hungarian Company Registry system
- ❑ e-passport for Hungary
- ❑ Hungarian Chamber of Notary's e-signature system
- ❑ Tax and Customs Authority
- ❑ Hungarian Chamber of Judicial Executors e-signature system

Qualified Certificate Authority

- ❑ e-signatures and timestamps
- ❑ Qualified Archiving Service
- ❑ e-signature based business solutions

Thank you!

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