Paper: An Endangered Species?

U.S. managers cite major concerns over paper’s impact on business processes, security, and environment.

Paper versus Digital: public perceptions

<table>
<thead>
<tr>
<th>Feature</th>
<th>Paper</th>
<th>Digital</th>
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</thead>
<tbody>
<tr>
<td>Environmentally conscious</td>
<td>21%</td>
<td>71%</td>
</tr>
<tr>
<td>Easy to send</td>
<td>21%</td>
<td>74%</td>
</tr>
<tr>
<td>Readable</td>
<td>23%</td>
<td>71%</td>
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</tbody>
</table>

Which is more secure?

- 60% Say password-protected digital contracts
- 45% Say paper documents locked in a file cabinet

Trust issues

- 67% Agree that paper contracts are prone to being altered

Is your office truly digital?

- 87% Even though 87% say their office is mostly digital, only
- 2% Use no paper in any business transaction involving contracts
- 18% Use only digital methods when signing contracts

Most people want to work for digital companies

- 68% Say companies that operate mostly on paper seem old-fashioned
- 68% Say it’s important for a potential employer to operate digitally

Benefits of a digital workflow

- 73% See the day-to-day benefits of moving to a completely digital contract workflow

How digital are you?

- 37% See themselves as mostly digital
- 59% Would like to be more digital

Source: Environ (based on survey of 1,000 managers in small, medium, and large businesses who sign, draft, send, or sign contracts and agreements, February 2013.)