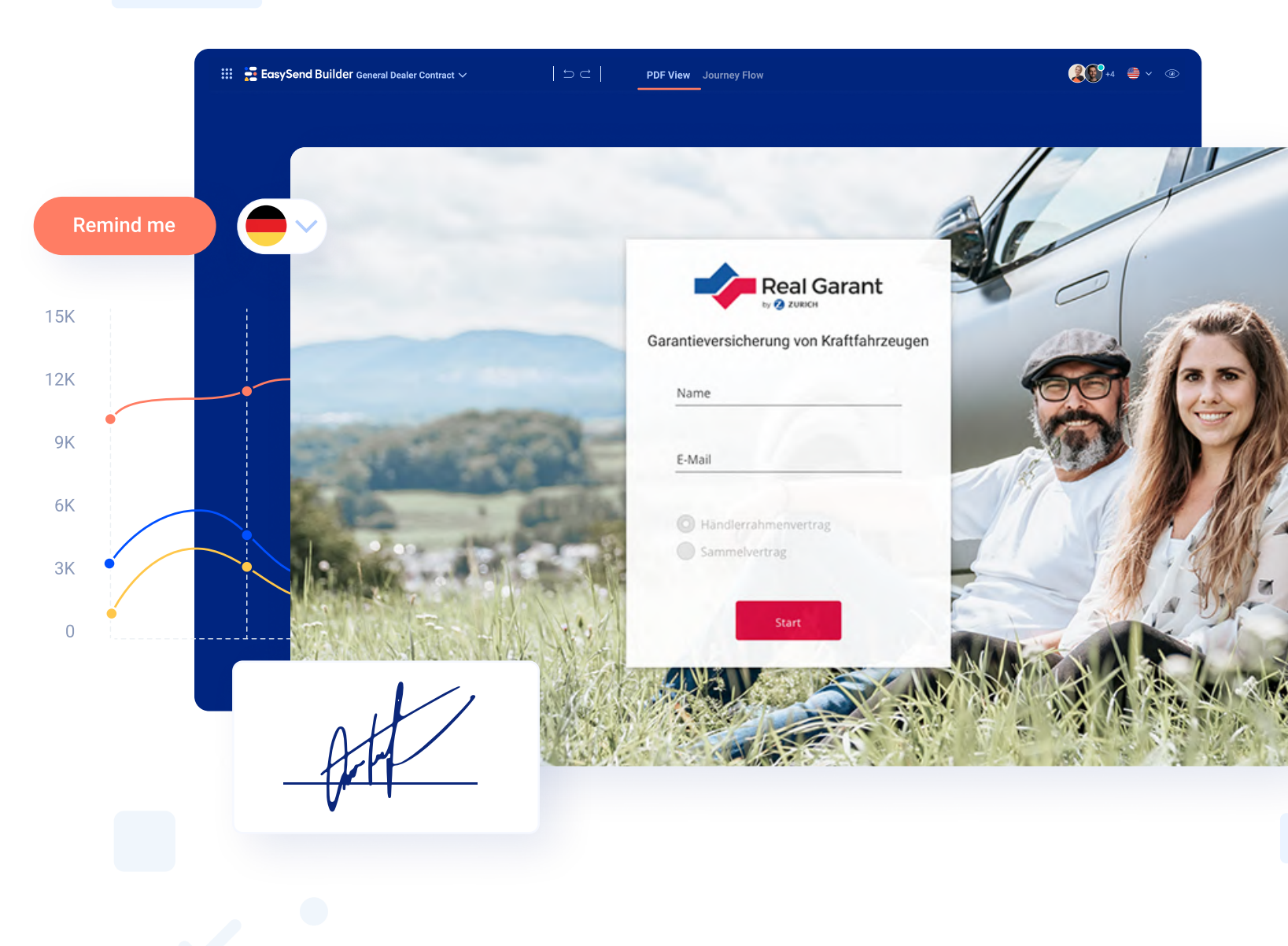


Real Garant by Zurich

Impacting the bottom line

Simplicity benefits everyone. With a streamlined process, Real Garant now closes contracts with B2B partners in just a few weeks with EasySend.



✓ Reduced sales cycle

✓ Competitive advantage

✓ Efficient use of resources

✓ Business growth

✓ Exceptional experiences



"EasySend is very intuitive and easy to use for us as well as for our customers, making the onboarding process an overall pleasant experience. We can reduce the contract closing time tremendously."

Tobias Sirsch
Manager Contract Management

Leading specialist in customer loyalty

Real Garant by Zurich is a leading specialist in customer loyalty within the automotive industry.

Backed by 30 years of experience, the company services warranty solutions in 32 European countries, represents sales and service units locally and builds long-standing partnerships with distinguished car manufacturers and brands.

■ **Industry**
Automotive insurance

● **Geo**
Europe

■ **Digital journey**
B2B onboarding
Missing documents

★ **Feature highlight**

Integrations
Multilingual
Workflow Manager
EasySign
Co-Browsing

The mission:

Rethink the customer journey

Real Garant has been expanding steadily over the last few years, and a digitized world needs a digitized process. Real Garant overhauled their onboarding process for B2B partners to meet the growing demand. With the global pandemic on the rise, they needed to shorten the processing time and completely digitize their Partner onboarding.

The solution:

Create an online workflow with EasySend

Together with EasySend, Real Garant transformed the way they do business. By turning forms into a custom digital process, they've streamlined their sales cycle and shortened contract closing time to 1-2 weeks. The workflow is defined and completed online, including Co-Browsing for remote digital assistance, creating a smooth, convenient, and transparent experience.

With EasySend, Real Garant can track each journey online and review the data afterward to look for optimization opportunities. Despite the pandemic, Real Garant has adopted a sustainable workflow that will scale as they grow.

Going above and beyond

★ **Ready to scale**

Tracking the journey and reviewing data helps make the entire process more transparent, profitable, and ready for growth.

●

Onboarding in weeks

A new digital B2B onboarding process has significantly reduced contract closing time.

▶

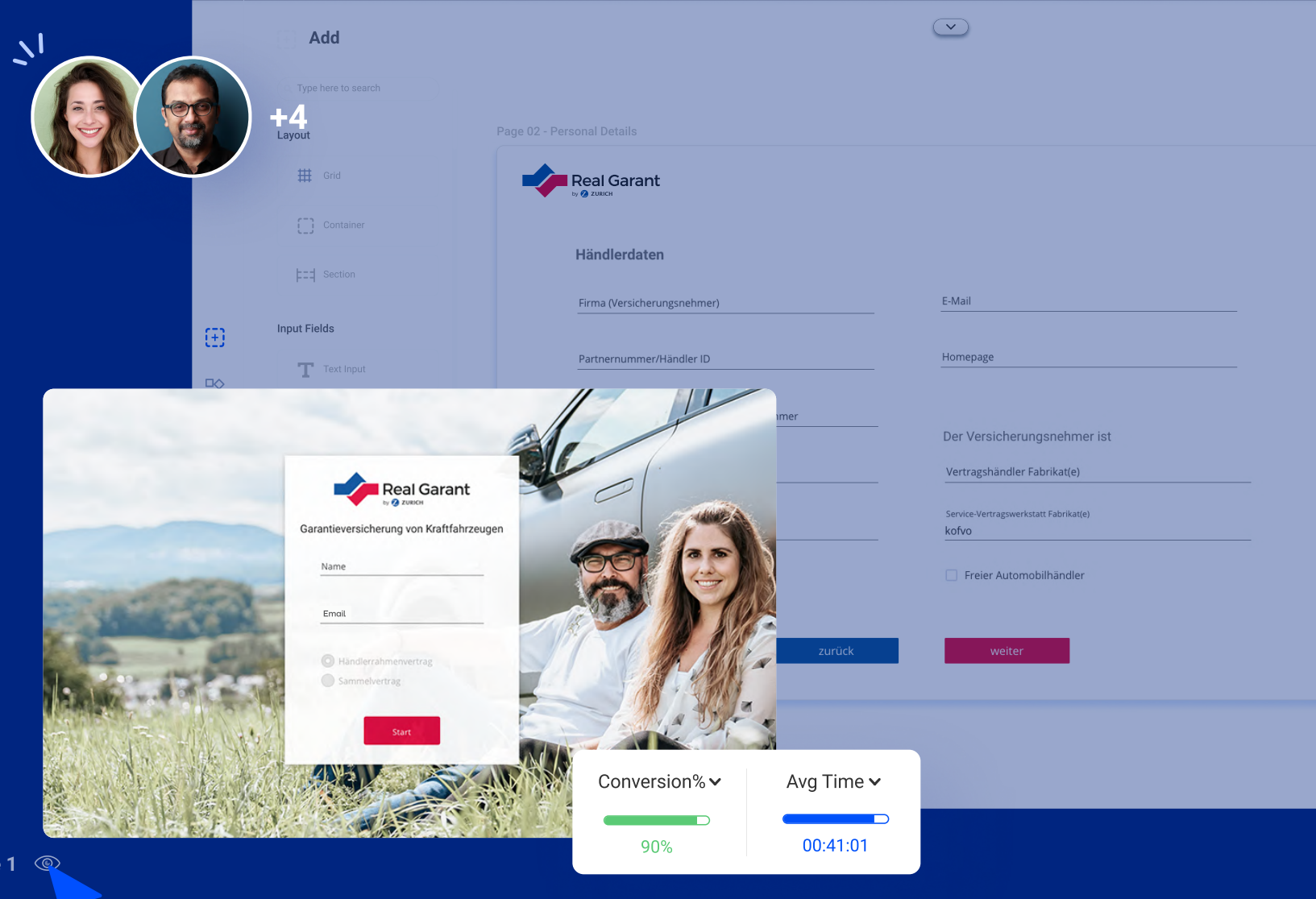
Agile in any circumstance

Adapting to a remote workflow has allowed all departments to keep working from home without setbacks.

● ● ●

Smooth onboarding & workflow

New employees can quickly onboard, launch, and manage digital customer journeys—reducing training time and supporting sales.



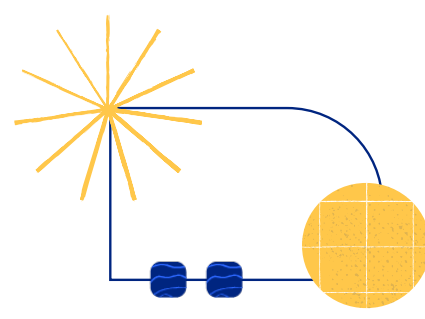
The power of EasySend at Real Garant

Building • Optimizing • Managing



No-code builder

Real Garant turned a complex multiform process into a digital B2B onboarding journey.



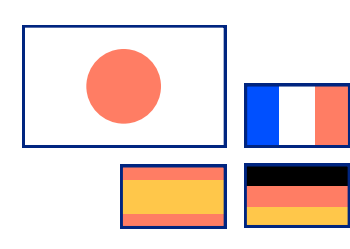
Integrations

By integrating their CRM, Real Garant automates data collection and streamlines their workflow.



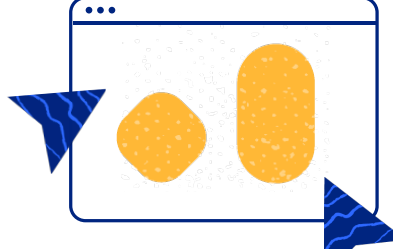
Custom workflow

Real Garant set up a custom 7-step workflow that adjusts according to the insurance product chosen.



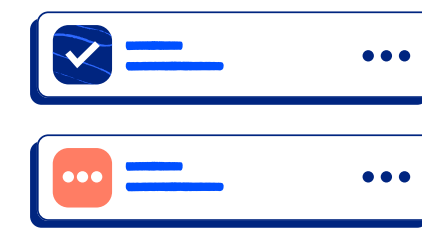
Multilingual

Translating their digital journey into multiple languages helps clients complete the process in their language.



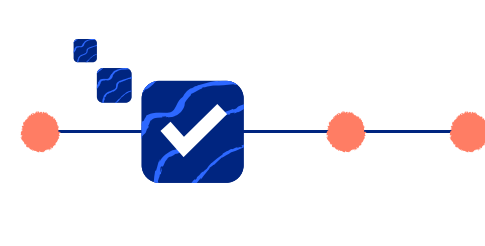
Co-Browsing

Real Garant assists customers remotely by sharing screens and helping clients complete the digital journey in real-time.



Journey Sender

Agents can easily find and send the right journey.



Auto-reminders

Real Garant sends personalized emails and texts triggered according to each action a customer takes.



Electronic signature

Using our electronic signature capabilities, Real Garant makes it easy to sign on any device.



Analytics & reports

By reviewing the stats and analyzing the data, Real Garant can track and optimize their digital journeys.

Results exceed expectations



"Ever since we started working with EasySend, we have noticed an improvement in our sales onboarding process. EasySend is reliable, transparent, and completely digital, which is exactly what we need in the current times."

Florian Rohkamm
Chief Distribution Officer

Start your digital transformation with EasySend

Ready to cut out manual tasks and thrive remotely? Our experienced team has created over 2000 digital customer journeys in the insurance, banking, and financial enterprise industries.

About EasySend

EasySend helps enterprises go digital at a fraction of the cost and time. With our no-code platform, transform any journey, banking, or financial manual process into a digital customer journey in days. Learn more at easysend.io.



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