



## Magna Powertrain

Streamlines Agreements with Secure, AI-Powered eSignatures, Choosing Certinal for Premium Support, Innovation, and Cost Savings.



## About Magna:

A leading force in electric vehicle technology, Magna Powertrain partners with LG Electronics and Hasco, offering a comprehensive portfolio of electrification solutions. As a global supplier renowned for its powertrain expertise, Magna designs, develops, tests, and manufactures cutting-edge solutions, driving performance and sustainability for the future of mobility.







## Challenges

- **Navigating Global Complexity:** Working across diverse regions, each with unique rules, languages, and legalities, demands a flexible and reliable solution.
- **Unified E-Signature Solution:** A requirement for a secure, user-friendly e-signature system adaptable for both internal and external contracts.
- **Support Struggles:** Seeking robust customer service to replace inadequate current support..
- **Budget Blowout:** Escalating costs demand a switch to a more cost-effective system.
- **Streamlining for Speed:** Slow, complex approval processes impede efficiency; a need for a quicker, simpler method is evident.



## Objective

To revolutionize procurement process across six regions (US, Canada, Austria, Germany, Mexico, China) with a unified 2nd generation unified eSignature software.

## Use Cases



**QES for Global Contracts:** Employing mobile-enabled signatures to comply with EU contracts, enhancing global business operations.



**Handling Large Files:** Overcoming data-heavy document challenges by easily handling files over 25Mb.



**Efficient Bulk Transactions:** Streamlining mass document distributions across diverse departments and workflows.



**AI Contract Summaries:** Providing procurement and sales teams with instant contract summaries, speeding up decision-making.



**Licensing Overhaul:** Transitioning to a transaction-based license model to significantly cut costs and widen user access.



**Smart Signer Fields:** Simplifying document signing in multi-party agreements with easy-to-identify signatory fields.



**Contract Sync in the Cloud:** Automating the storage of signed contracts and reports in cloud platforms like SharePoint.



**Workflow Localization:** Adapting documents to regional standards with customizable languages and date formats.





## Solution



Secure electronic signatures compliant with EU regulations on mobile devices.



Secure Cloud Storage with Large File Transfer Capabilities up to 250MB.



Automated workflow platform with bulk distribution.



Ai-powered contract analysis with automated summarization (ai auto summarization).



Flexible licensing model with transaction-based options.



Intelligent signatory field recognition and routing.



Secure cloud-based contract management system.



Customizable document localization tool with regional settings.



Collaborative team management features with regional group options.

## Values

- Streamlines global contracts with secure, compliant mobile signing, enhancing operational efficiency.
- Effortless 250MB file transfers.
- Maximized efficiency in bulk document handling.
- Rapid AI Contract Summaries.
- Cost-efficient, wider access.
- Streamlined multi-party signing.
- Enhanced document organization and accessibility.
- Regionally tailored document compliance.
- Improved multi-regional team efficiency.

## Milestones

**60%** reduction in avg. cycle time

Implemented within **60 days**

**Dramatic** cost reductions compared to legacy solution





At Magna, we value partnerships beyond mere services. Certinal is such a partner, tailoring solutions to our needs. Their dedicated support team proactively addresses challenges, ensuring satisfaction. Certinal's organic growth, fueled by customer recommendations, aligns with our values. We're confident in our partnership to achieve efficiency goals and contribute to Certinal's market success.

**Sudhir Bahl**

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Operations at Magna Powertrain Inc.