From Consulting to Closing
With Wacom

Sell interactively and sign contracts with Wacom digital pen and ink technology.

SOFTPROM ✕ **wacom®** for Business

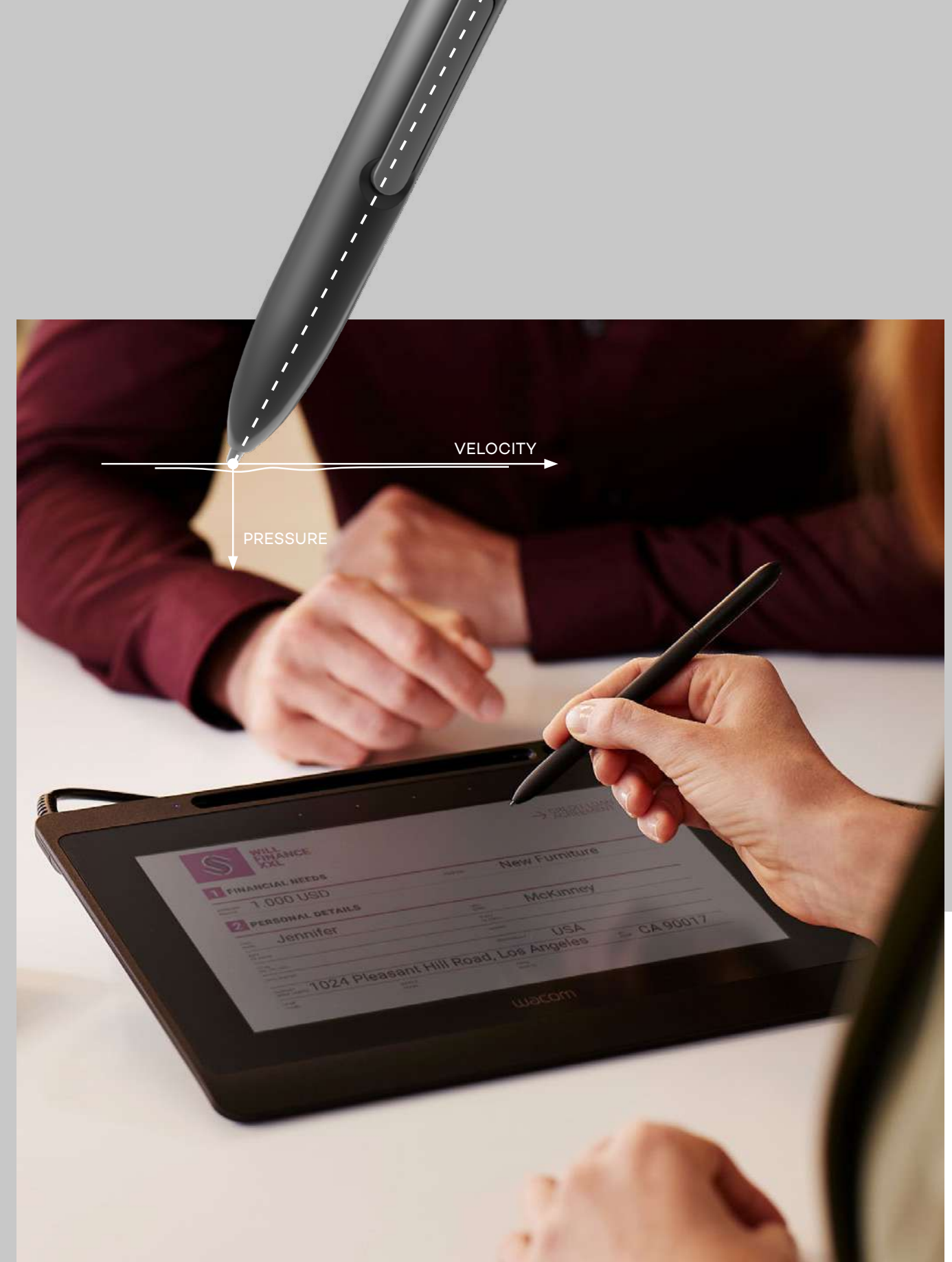# Customer Consulting Impact
Powered by the Pen

Using a pen is the most immediate and natural way to note down an idea, explain a concept or draft a quick plan in a sales call. But paper breaks digital workflows, especially when closing the deal with a signature.

So, what if sales consultants could write, sketch, and capture signatures on digital documents in person, or online, just as they have always done on paper?

WACOM PEN-ENABLED DEVICES – DIGITAL YET HUMAN

Wacom's pen displays and digital ink software help consultants collaborate with customers using digital tools, while retaining the uniquely human experience of using a pen. That includes seamlessly navigating video, presentations, websites and applications, as well as contracts and other documents, within the flow of the sales conversation. The result: a richer digital sales experience that still feels natural.

And when it comes to closing, customers can sign documents and contracts on screen with their handwritten signature, just as they would on paper. No printing, scanning, sending or archiving required.
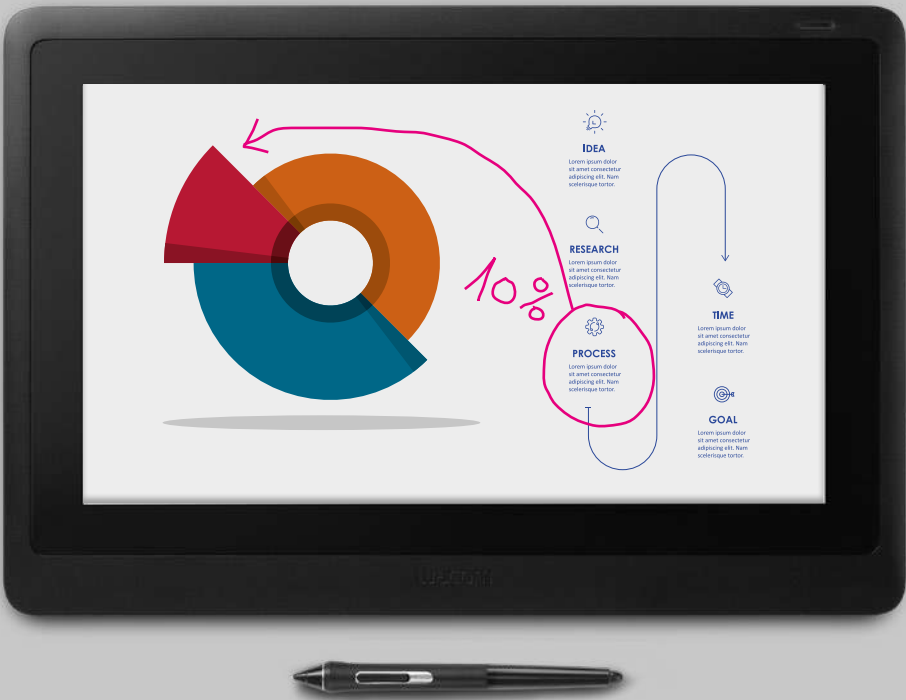
VELOCITY

PRESSURE

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Wacom devices
Engaging in-person Consulting

Digital devices running different operating systems put a heavy burden on IT staff, especially in terms of updates and security. Purpose-built, software neutral devices like Wacom pen displays make things simpler because they are easy to integrate, easy to use and require little maintenance. Any organization can use them with standard software platforms, programs and browsers, while leveraging digital ink technology such as Microsoft Ink in Windows 11 and the Edge browser.

UP TO
5
YEARS
WARRANTY

PURPOSE-BUILT VS MOBILE DEVICES FOR CONSULTATIVE SELLING

PURPOSE-BUILT DEVICES		MOBILE DEVICES	
Pros	Cons	Pros	Cons
Hard to steal	Fixed location	Widely-used	Easy to steal
No operating system to maintain		Broad range of device options	Compliance risks
Lower risk with no local data storage			Data security risks when data stored on the devices
No separate charging			Separate charging required
Easy integration with existing infrastructure			Sensitive to wear and tear
Robust and reliable			High-maintenance costs

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Consulting Use Cases
Prepare, sell, consult, close

IDEATION & MEETING PREPARATION

Use a pen display to transform static concepts and meeting plans into dynamic, interactive sessions that maximize customer engagement. Use the digital pen to annotate, draw, highlight and explain content, and use additional software to record content in advance.

REMOTE CONSULTING

When running remote customer meetings, use the digital pen with whiteboard software to write, sketch and brainstorm. This helps create engagement and connection when meeting online.

IN-PERSON CLIENT MEETINGS & CONSULTING

Mark up and annotate pre-prepared digital content on the pen display during meetings. Capture customer comments and elaborate on key concepts with drawings, sketches and diagrams, or add new information. The digital pen also makes it easy to integrate presentations, video, and other applications into the conversation.

DOCUMENT SIGNING

Use a Wacom pen display with Wacom signature and form-filling software to capture handwritten eSignatures on digital documents and contracts in-person to close deals. This accelerates the sales process by eliminating the need to print, sign and send or scan physical documents.

For all your needs

Three ways to use

Wacom works with expert partners to build the digital document signing process into consulting and sales workflows. There are three ways to do this: adding plug-and-play devices; simple software integrations; and tailored deployments.
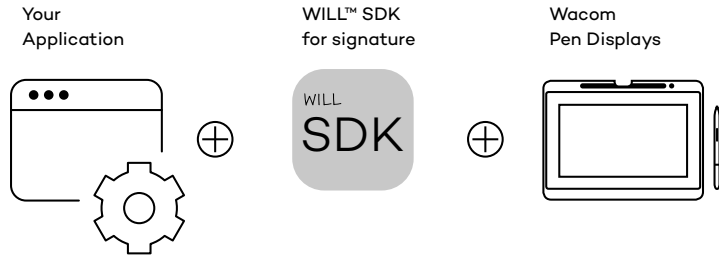
PLUG AND PLAY

PDF Document ⊕ sign pro PDF App ⊕ Wacom Pen Displays

1 Plug and play solution using a Wacom pen display and Wacom's sign pro PDF application.

EASILY INTEGRATED

Your Application ⊕ sign pro PDF API ⊕ Wacom Pen Displays

2 Easily integrate the pen display and Wacom digital ink functionality into existing software or web app infrastructure using the sign pro PDF API.

TAILORED CONFIGURATION

Your Application ⊕ WILL™ SDK for signature ⊕ Wacom Pen Displays

3 Full, tailored integration of the signing ceremony and display management using the Wacom ink SDK for Multi-display, plus additional scripting and development.

Consulting Unleashed
pen displays and digital ink

Using Wacom pen displays with Wacom digital ink software allows consultants and salespeople to annotate, sketch, present and capture signatures within totally digital workflows.

DTU-1141B
10.1 inch

An ideal pen display for creating and annotating content. Compact size and USB power ensure portability and easy installation. Built-in AES/RSA encryption enhances security.

WACOM-ONE
13.3 inch

The flexible option to connect and interact during online meetings, even via mobile data when using Android tablets.

DTK-1660E
15.6 inch

The midsized pen display with built-in AES/RSA encryption to create secure interactive meeting experiences from outside the office.
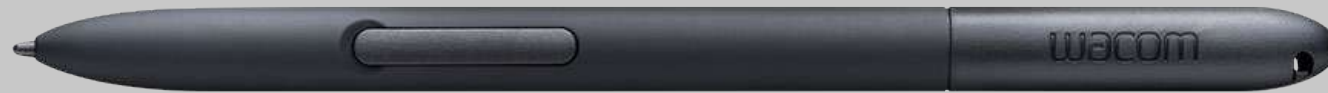

sign pro PDF
signature software

sign pro PDF let customers easily review digital PDF documents and sign them by hand. It's available as a stand-alone application and as an API version that can be integrated with Enterprise software like CRM or ERP systems.

WACOM INK SDK
for multi-display

The Wacom Ink SDK for multi-display enables smooth in person consulting interaction both when it comes to screen sharing and signing.

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More human
More digital

Japan (HQ)
For more information please contact:
Wacom Co., Ltd. · Sumitomo Fudosan Shinjuku Grand Tower 31F, 8-17-1 Nishi-Shinjuku, Shinjuku-ku, Tokyo 160-6131, Japan
forbusiness@wacom.co.jp · 03-5337-6706

Americas
For more information please contact / Pour de plus amples informations, veuillez contacte / Para obtener información adicional, póngase en contacto con: Wacom Technology Corporation · 1455 NW Irving Street, Suite 800 | Portland, OR 97209 USA
esign@wacom.com · 1-503-525-3100

Europe, Middle East and Africa
For more information please contact / Pour de plus amples informations, veuillez contacte / Para obtener información adicional, póngase en contacto con: Wacom Europe GmbH · Zollhof 11-15, 40221 Düsseldorf, Germany
solutions@wacom.eu · +49 211 385 48 0

China
For more information please contact:
Wacom China Corporation · 518, West Wing Office, China World Trade Center, No. 1 Jianguomenwai Avenue, Chaoyang District, Beijing 100004, China
e-signature@wacom.com · 400-810-5460

Hong Kong
For more information please contact:
Wacom Hong Kong Ltd. · Unit 1610, 16/F, Exchange Tower, 33 Wang Chiu Road Kowloon Bay, Hong Kong
e-signature@wacom.com · +852 2573 9322

Australia
For more information please contact:
Wacom Australia Pty. Ltd. · Ground floor, Building 1, 3 Richardson Place, North Ryde, NSW, 2113, Australia
Contactapbs@Wacom.com · +61 2 9422 6730

Korea
For more information please contact:
Wacom Korea Co., Ltd. · Rm #1211, 12F, KGIT Sangam Center, 402 Worldcup Bukro, Mapo-gu, Seoul 03925, Korea
Contactapbs@Wacom.com · 080-800-1231

Singapore
For more information please contact:
Wacom Singapore Pte. Ltd. · 5 Temasek Boulevard, #12-09, Suntec Tower Five, Singapore 038985, Contactapbs@Wacom.com · (503) 525-3100

India
For more information please contact:
Wacom India Pvt. Ltd. · 426, Tower B, DLF Building Jasola District Centre, Mathura Road, New Delhi 110025 India, Contactapbs@Wacom.com
Customer Support: 000-800-100-4159, +91-11-47239412