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**Paper, Pen & Phone.**  
Makes short work of longhand.

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# Writing digitally—by hand.

Paper, Pen & Phone is the integrated solution for instant digital processing of hand-written documents on the go. What you need: a pen that can input handwriting and signatures and a cell phone to use as a modem to send the data to a server. Instantly and in real time, you get a legal, fully validated and already archived confirmation, for example if you need to close a contract. Do your business, shake hands and head off to the next customer.

In the age of notebooks and smartphones writing by hand is all but obsolete. At least in the business world, it's about the keyboard not the pen. But there are still forms filled out by hand, contracts signed in triplicate, notes and protocols first committed to paper and then only later laboriously—and often imperfectly—typed up. Just like it was 50 years ago. That unnecessarily impedes business processes, especially in the area of sales.

## It looks good on paper. But businesses want to see results.

Important documents are still transported, captured and archived causing delays and expense. Not least because tools like Sign Pads or tablet PCs haven't caught on, being too unfamiliar or too difficult to use. For companies that means using both methods—digital and paper—and paying the additional costs.

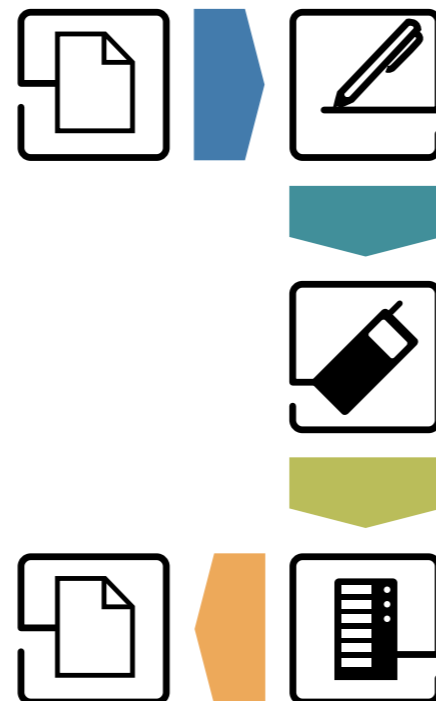
Now processes involving paper can be easily replaced without changing the basics: with Paper, Pen & Phone from T-Systems. What looks like the familiar combination of pen and paper is actually a system that integrates printing, a mobile phone, a server and a pen that literally has everything you need—security included.

## Fast work.

- The pen has a standard lead combined with a miniature camera, a processor, a memory and a Bluetooth transmitter. For individual electronic signatures and text recognition, during writing the pen calculates the coordinates where the lead travels as well as writing speed and pressure.
- Once the form has been filled out, in mobile mode the data can be sent using Bluetooth to a mobile phone and from there to the Paper, Pen & Phone server after encryption. In stationary mode, the captured data is transferred to a PC using a USB docking station and from there to the central server.
- The server maps the data onto the appropriate template to create a perfect image of the written document. The handwritten text is converted into characters and then sent to the processing system using an adaptable interface.
- This system sends a confirmation of the successful transaction back to the mobile phone or requests changes if the form data isn't valid.

So you can save yourself all the trouble of preparing documents for the post, postmarking, sending and picking up deliveries, having data

entered, scanning, indexing and disposal. In a matter of seconds the data and documents are saved in an electronic system—and the signer still has the familiar feeling of putting a signature to paper. A process that comes much easier than fumbling with tablets made of plastic or glass.



A study conducted by the International Academy at the Free University of Berlin with 500 customers and salespeople of financial and telecommunications products participating came to following conclusions:

Because of the natural method of writing, Paper, Pen & Phone delivers very good handwriting samples that are of high enough quality to be used even for forensic signature comparisons.

Compared with Sign Pad and tablet PCs, Paper, Pen & Phone had by far the highest approval and confidence ratings of all tested technologies.

Paper, Pen & Phone can be quickly integrated into the operation and functionality of other services as well: the integration of secure, mobile devices or the printing of forms using a laser printer are no problem.

## Just sign here.

The bottom line is Paper, Pen & Phone shortens processes that used to take days or weeks to seconds and reduces process costs from many euro to cents. And that spells a very, very quick return on your investment.

Plus staff that have Paper, Pen & Phone are using an extraordinarily comfortable solution that makes customers happy too. That's how to do business so everybody wins.

## The whole package.

With Paper, Pen & Phone T-Systems offers you a truly complete solution: special pen, software licenses for the server and PC or mobile phone, system integration, hosting and help desk—everything included and for a monthly rental fee.

Plus security that can't be beat: from the lead of the pen to the server there's a controlled, reliable process in place.

Not only handwriting experts approve the validity of the signatures—the signatures can be additionally checked using biometric data such as pressure, speed and writing angle.

## Advanced Desktop Solutions.

Paper, Pen & Phone, My Access Key and Unified Communication are innovative Desktop Suite workplace solutions from T-Systems that provide a high level of integration between information technology and telecommunications and are supported by an end-to-end service level. That's what we call Real ICT, because it really fuses both worlds—and works.

