# At GESOBAU, rental contracts are now signed electronically

**GESOBAU**
Hier wohnt Berlin.

**Company:**
GESOBAU

**Industry:**
Housing and real estate industry

**Number of employees:**
488 (2021)

**Turnover:**
316 million euros (2021)

**Headquarters:**
Berlin, Germany

**Website:**
www.gesobau.de

*"Of course, the purpose of implementing a new software tool is to save money. But with the connector, there is more to it: The process of contract signing and digital archiving is now much faster for us than previously when it involved the postal route. The contract documents no longer need to be printed out and once the process has been completed, the rental contracts are automatically filed in the archive system. All manual activities have been eliminated."*

(Sabine Klein, Information Technology –
User Support Officer, GESOBAU)

## BACKGROUND

GESOBAU is a municipal housing company in Berlin, which manages some 45,000 residential and commercial units.
The company had been thinking about an electronic solution for signing rental contracts for some time. The coronavirus pandemic and the social distancing it imposed gave them the final push to do something about it.

## APPLICATION

GESOBAU creates rental contracts in the SAP ECC system and transmits them to DocuSign. The tenants can sign their rental contracts entirely digitally after 2-factor authentication via SMS. The signed contracts are automatically returned to the SAP ECC.

## SPECIFICATIONS

To implement the eSignature Connector for DocuSign, the apsolut team entered uncharted waters, connecting the "Real Estate FX" module integrated in SAP ECC with the DocuSign cloud for the first time. At GESOBAU's request, the implementation of the 2-factor authentication was incorporated into the connector standard and apsolut programmed a user-defined form input field.

## BUSINESS OUTCOME

Thanks to the automated process, GESOBAU was able to achieve significant time savings. In addition, they saved large amounts of paper, printer cartridges and postage. And there is a simpler onboarding process available for new tenants.