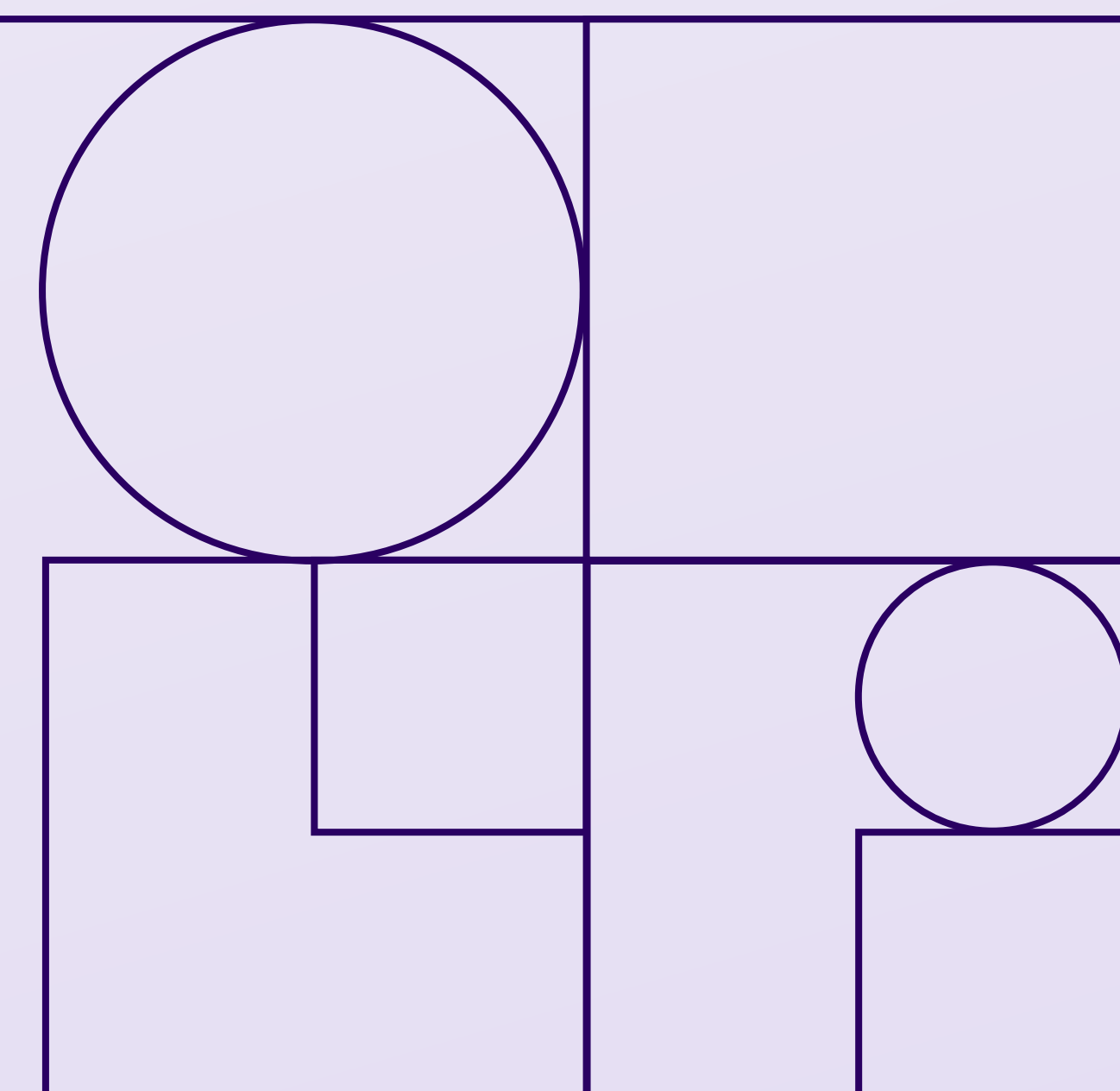




# e-Signing in the mobility industry

A cross-border opportunity



The mobility industry—especially car rentals, leasing, sales, and platform-based transport services—is being redefined by a demand for easy, fast, and digital-first customer experiences. At the heart of this evolution lies a critical question: **How can we remove paper from the process without compromising legal certainty or user trust?**

e-Signing technologies, especially when aligned with eIDAS standards and powered by scalable platforms like Signicat, open a future where documents travel and are signed across borders as easily as vehicles do.

This guide will provide key insights into how e-signing can address current mobility challenges and improve operations.



# Mobility challenges in focus

The mobility industry is increasingly defined by customer convenience, international reach, and digital-first service models. However, outdated processes and legal complexities continue to block progress. The following challenges highlight the **urgent need for secure and scalable electronic signing solutions**.

## International customer transactions

Car rental agencies face **delays and compliance risks** managing international contracts manually, especially with unaligned digital processes and in-person signatures.

## Queues and cumbersome UX

Modern customers want hassle-free experiences, like grabbing car keys without queues. However, many rental companies still rely on on-site ID verification, creating **inefficiencies and security risks**. The challenge is balancing convenience with compliance.

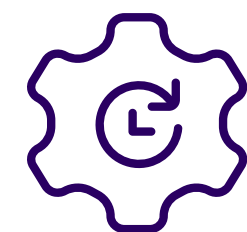
## Remote signing for high-value contracts

Car leasing and purchase contracts require secure, remote signing solutions that **comply with local and EU regulations**—ensuring speed and ease as transactions move online.

## Dependency on paper-based processes

Many mobility processes still rely on paper, **slowing operations, increasing costs, and hindering sustainability**. Eliminating paper is now a business necessity.

# Benefits of e-Signing for mobility providers



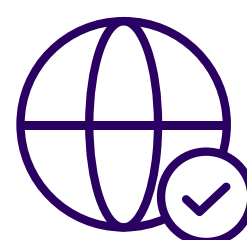
## Faster processes

Speed up transactions by removing physical paperwork and courier services and **allowing customers to complete contracts remotely in advance.**



## Improved customer experience

Let customers **complete agreements anywhere**, on any device.



## Global compliance

Ensure transactions **comply with local, cross-border and eIDAS standards.**



## Cost-efficiency

**Cut costs** associated with paper, printing, and storage by switching to electronic workflows.



## Enhanced security

Protect customer data and prevent tampering with **encryption and digital certificates.**

### Forrester's TEI of Signicat reveals

1.1M pages avoided in year 1, €28K saved in printing, and €281K in labour costs over 3 years.



# e-Signing solutions for the road ahead

## Signicat's Electronic Signature APIs

For organisations looking to own the full user experience—like large rental chains or car leasing platforms—**Signicat Sign API**, **Dokobit Universal API** and **SignatureID** offer a tailored, white-labeled integration into websites or apps.

- **Cross-border signing:** Signicat supports 36+ eIDs, making it ideal for European use cases.
- **No eID? No problem:** AI-powered video identification enables AES and QES issuance in minutes, supporting over 340 ID types.
- **Multinational ready:** Suitable for every market—from Nordic eID-heavy countries to southern Europe where such systems are less common.

## Dokobit Portal

For businesses seeking flexibility or low-code/no-code options, the **Dokobit Portal** offers an **immediate, self-serve solution** perfect for dealerships or independent mobility services needing a legally compliant signing tool out of the box.

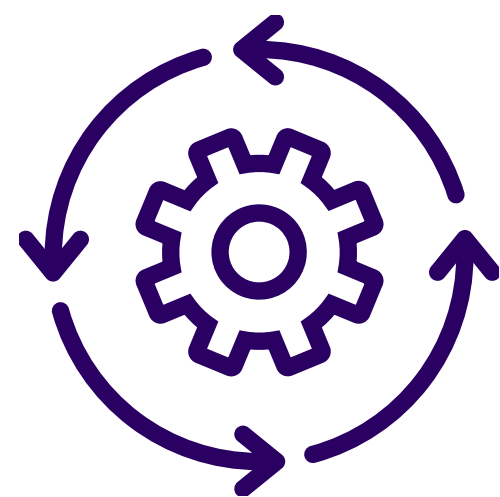
### Want the full e-Signatures breakdown?

Explore all eSignature types and solutions, legal standards, use cases, and implementation strategies in the eSigning Playbook.

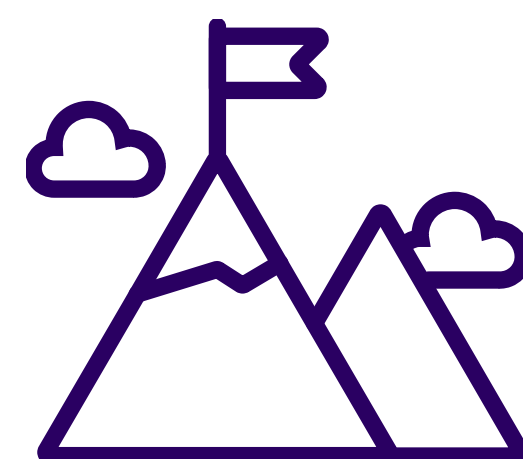
[Download The e-Signing Playbook](#)

# Why Signicat?

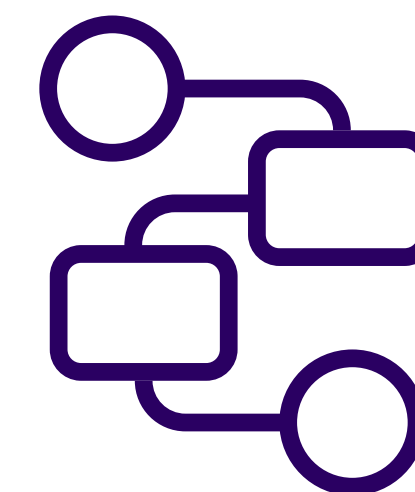
The road to digitisation in mobility isn't just about convenience—it's about **trust, compliance, and scalability**. e-Signing with Signicat empowers:



24/7 self-service  
customer journeys



Borderless growth  
into new markets

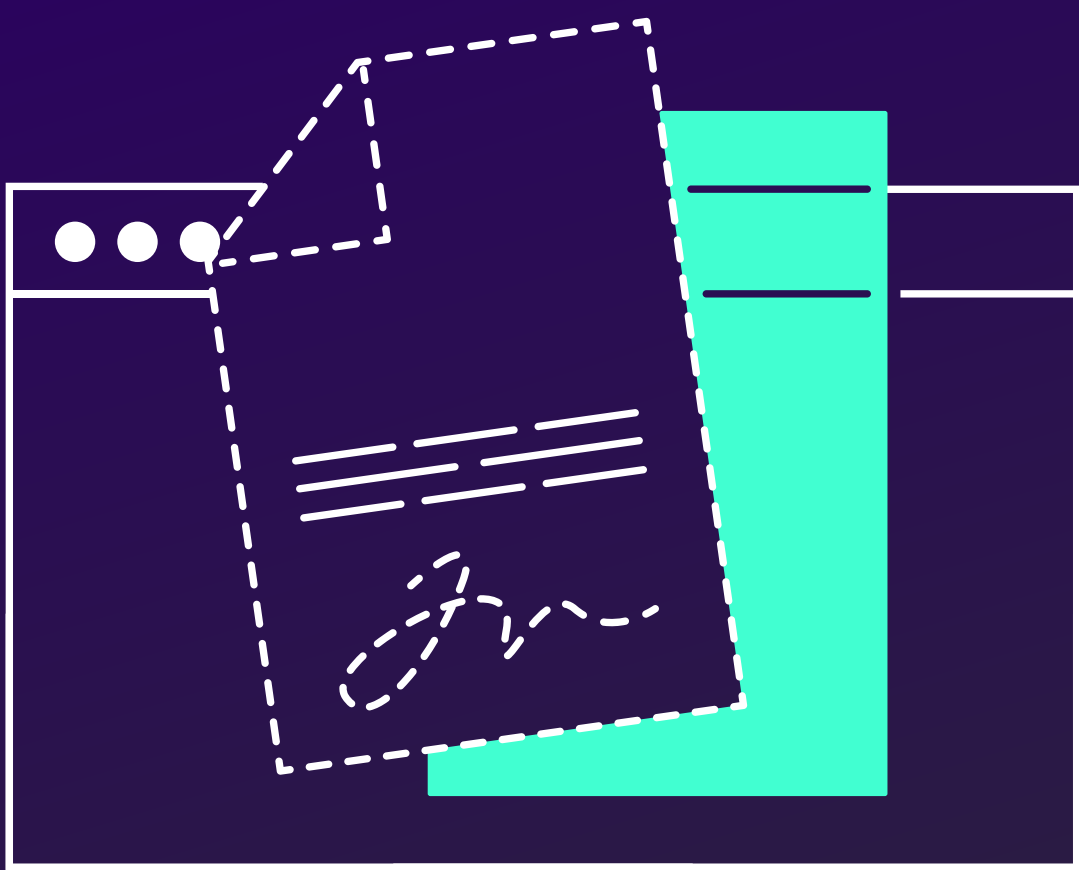


Lower operational  
costs with automated  
document flows



Compliance with  
eIDAS, GDPR, and  
national regulations

# Key mobility e-signing applications and top solutions



	Benefit	e-Signing Tool	Ideal signature level*
International car rental contracts	Let customers sign electronically before pick-up, reducing waiting times and boosting customer satisfaction.	<p>Signicat offers API and portal solutions to tailor the perfect e-signing system for your business. Learn more on page 14 of our signing guide.</p> <p><a href="#">Download The e-Signing Playbook</a></p>	AES or QES
Remote car purchase agreements	Simplify high-value transactions with remote, legally-binding electronic signatures.		AES or QES
Digital leasing contracts	Simplify the leasing process by enabling customers to sign long-term contracts online.		AES or QES
New car registration and tax paperwork	Accelerate workflows by digitally signing and validating registration documents.		AES or QES
Gig worker onboarding	Digitally sign merchant and taxi driver contracts in platform businesses.		AES or QES
Internal HR and procurement docs	Simplify and accelerate the signing of internal agreements—e.g. procurement or employee onboarding documents.		AES or QES

*\*depending on the jurisdiction*

# Success in action: Lessons from Volvo



## Challenge

### Adapt to remote signing

Volvo Lietuva **struggled with signing documents during the pandemic.**

Remote work and scattered customers made printing, scanning, and delivery inefficient, causing **delays and extra strain** on their team.

[Read Volvo's success story](#)

## Solution

### Dokobit Portal

Volvo Lietuva improved operations with the **Dokobit Portal by Signicat**. Its user-friendly interface, clear document categorisation, and automated notifications reduced email dependence, while custom branding **ensured a smooth transition to digital.**

## Results

### Faster, cheaper, eco-friendly operations

e-Signing with Signicat made document handling faster, cutting costs on travel, couriers, and paper. **Contracts were managed remotely, old storage rooms repurposed, and sustainability goals advanced**—all while boosting efficiency.





Whether you're a traditional car rental firm going digital, a leasing company expanding across Europe, or a mobility startup scaling fast, e-signing is more than a checkbox—it's the **engine of your digital strategy**.

With Signicat's e-signing suite—from instant-use portals to tailored integrated APIs—your organisation can offer **secure, easy, and compliant signing experiences**, wherever your customers are.

[Explore Signicat's solutions for mobility](#)

[Talk to an expert](#)

