

How healthcare company VolitionRx is simplifying the search for better cancer diagnosis with HelloSign + Dropbox

[VolitionRx](#) is a multi-national healthcare company headquartered in Austin, Texas with locations in the UK, Belgium, California, and Singapore. The business develops blood-based cancer tests that detect the presence of abnormal cells far earlier than conventional screening programmes.

The Challenge

Signing, sorting and sharing legally binding contracts

The 2020 pandemic has transformed the way we work. Social distancing rules meant many companies were forced to switch to remote working almost overnight, but for biotech firm VolitionRx it wasn't quite that simple.

Although already using Dropbox Business to connect its 60 employees, across Europe, Asia and the Americas, VolitionRx needed to find a way to keep its 20,000 square foot lab open, liaise with corporate staff working at home, and fulfill regulatory requirements while employees worked from home throughout the pandemic.

Like all businesses in the healthcare industry, VolitionRx takes data security very seriously. Creating and

validating nucleosomics-based cancer tests creates masses of protected medical data that must be secured and signed off every time it's used or shared. What's more, as a publicly traded business listed on the NYSE, employees at VolitionRx are required to sign a range of fair practice agreements, by hand, on a regular basis.

The result? Employees working from home found themselves struggling to share, sign, sort, and store legally binding contracts – particularly the HR and regulatory teams responsible for ensuring paperwork was kept up-to-date throughout the pandemic.

Wanting to reduce the burden of paperwork, Daniel Halter, Group

Company Profile

- Founded in 1998
- Austin, TX
- 60 employees across the globe.



IT Manager at VolitionRx, turned to HelloSign to digitize the signature process. “We needed an eSignature solution that was repeatable and scalable, that could be used across different time zones and languages, and which didn’t rely on on-premise IT systems that are difficult to maintain,” he says.

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Already using Dropbox Business to connect remote lab teams and employees, Daniel says integrating HelloSign was a no-brainer. “The less you deviate from a worker’s line of sight, the more efficient a tool will be.

“Using HelloSign directly through Dropbox means there’s no need to switch between apps, it doesn’t impact workflows, and it’s much easier to use. Not only does this improve security for us as an IT team, it speeds up workflows and reduces the amount of time employees spend on admin!”

Daniel Halter

Group IT Manager at VolitionRx

The Solution

Enabling speed and security with HelloSign and Dropbox

VolitionRx employees now use HelloSign to share and sign all medical data release forms, fair practice agreements, as well as internal documents. With signed documents saved automatically in Dropbox, audit trails are easy to follow and sharing documents with external bodies is simplified.

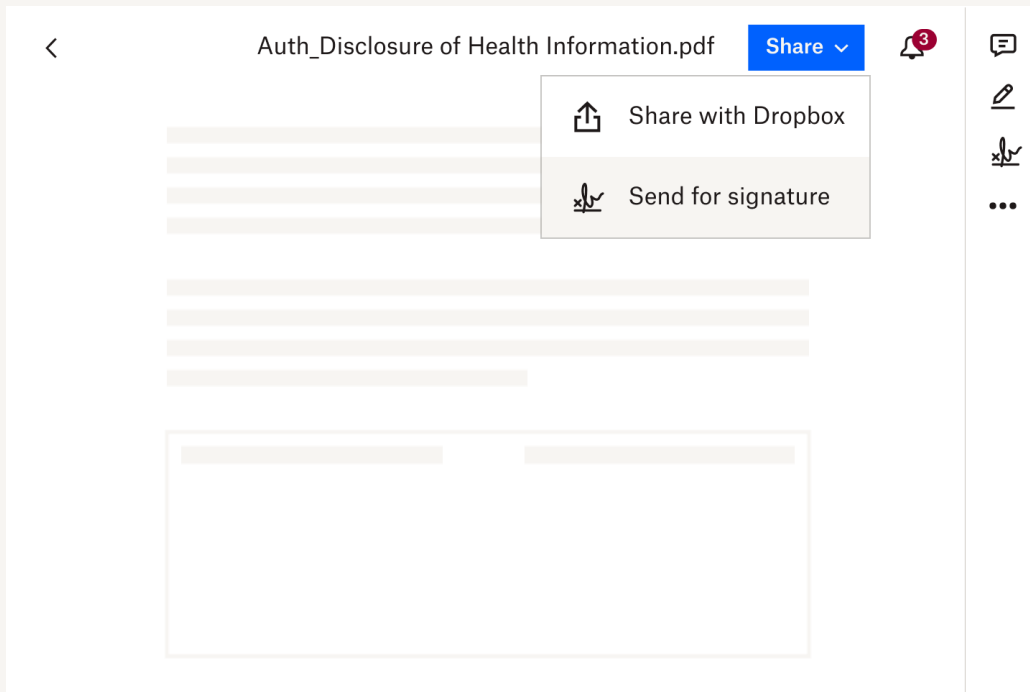
The new cloud based workflow is location and device-agnostic, making it simple for employees to use, anytime, anywhere and making it easy for IT teams to maintain. With little to no

training required, integrating HelloSign into existing business workflows has been quick and cost-effective for VolitionRx.

The Results

According to Daniel HelloSign’s integration with Dropbox Business means uptake has been high amongst employees, with the need for little to no training. Daniel is feeling the benefits in his role, too. “HelloSign is location and device-agnostic, and scalable. For an IT team, that’s the dream:

everyone gets the same experience, and maintenance is simple. This means we don’t have to change how we work as we grow – HelloSign and Dropbox Business will grow and scale with us.” Having started with just one use case in the HR team, the tool has expanded organically throughout the business, and Daniel sees even more scope to use HelloSign in the future.



The Future

What's next for VolitionRx

"We want everyone in the company using HelloSign in the future, especially those teams still using paper-based processes, like legal, for example. Not only will this improve security for the IT team, the move from a physical to a cloud-based eSignature process will also speed up workflows and reduce the amount of time employees spend on admin!"

Interested in seeing results like VolitionRx?

HelloSign is the easiest way to send, receive, and manage legally binding eSignatures for business. Voted #1 for Ease of Use from G2, two years in a row, our eSignature solution can make your most important workflows fast, easier, and more secure.

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