



## HELLENiQ ENERGY optimized its document signing process with Microsoft solutions

Greece-based HELLENiQ ENERGY is one of Southeastern Europe's leading energy groups, with a presence in six countries and activities spanning the energy value chain. To accelerate its digital transformation, the company needed to automate its vast Document Management processes. Together with Partner Team Candi, HELLENiQ ENERGY deployed a Microsoft Cloud-based system with DocuSign integration—shortening the document signing process from days to mere hours.



[HELLENiQ ENERGY](https://www.helleniqenergy.com)

Country: Greece

Industry: Energy

Customer size: Large (1,000 - 9,999 employees)

## HELLENiQ ENERGY optimized its document signing process with Microsoft solutions

Since its founding in 1998, HELLENiQ ENERGY has expanded its activities to include the refining and trade in petroleum and petrochemical products, distribution and trade of natural gas, fuels marketing, power generation, and renewable energy. Its ambitious Vision 2025 strategic plan aims to fully align the company with targets set by the European Union “to phase out conventional fuels; develop new, cleaner forms of energy; and reduce greenhouse gas emissions”. Digital transformation will be a crucial part of meeting Vision 2025’s goals.

“Our digital transformation process started three years ago, focusing on refinery and enterprise operations,” recalls Mr. Panagiotis Kalandrakis, Applications Director at HELLENiQ ENERGY Group of Companies. “But when the COVID-19 pandemic hit, we had to revisit our priorities—signing documents with people working from home became Priority Number One.”

With Team Candi, a Microsoft Solutions Partner for Azure Digital & Application Innovation and a specialist in Low Code Application Development on their side, the company decided to adopt Microsoft solutions to help automate its document signing process, as the team already had extensive experience using Power Apps. They settled on using a combination of Microsoft Azure, Power Platform, Power BI, and Microsoft 365.

“Microsoft was the fastest solution for us; it also had the fantastic advantage of having DocuSign integration, which would facilitate the digital signing process within our departments,” explains Mr. Kalandrakis.

### Integrating solutions smoothly

HELLENiQ ENERGY, with the help of its technology partner, had the solution up and running in a matter of days.

“Our group procurement division led the initiative to provide the right business specifications, and I was delighted with Microsoft’s and Team Candi’s agile approach to the deployment,” explains Mr. Kalandrakis.

“Each tool worked smoothly in the system from day one,” says Mr. Manos Pepis, Technology Director at Team Candi. “We used Microsoft Azure cloud for development and to secure the data within the process; Power Platform to build the application itself; Power BI to measure usage reporting; and Microsoft 365 with Outlook, Microsoft Teams, and SharePoint for collaboration and communication within the app.”

The solution also made it easier to obtain signatures. Mr. Pepis adds, “DocuSign is integrated, allowing users to just log in to the system and follow the process step by step to sign the document.”

## HELLENiQ ENERGY optimized its document signing process with Microsoft solutions

Remote work is not mandatory anymore for HELLENiQ ENERGY's team, but the new signing solution continues to have a tremendous impact.

"With our new Microsoft-based solution, we sign more than 600 documents monthly in all our departments, from procurement to finance and human resources," says Mr. Kalandrakis. "We know at all times where the document is and its signing status."

"For example, the time spent on a signing process by four to six people was reduced from days to no more than two hours," explains Mr. Kalandrakis. "Additionally, since the change, we have saved more paper and energy, thus better meeting our sustainability goals."

### Creating a modern workplace

As HELLENiQ ENERGY's digital transformation process continues, it has started to form future plans.

"The adoption and use of the signing function has been larger than anticipated, so we need to reorganize it. We also want, along with Team Candi, to develop new apps using Power Apps for process areas that still require digitalization," says Mr. Kalandrakis. "Our team members have said multiple times how the Microsoft-based signing app have improved daily work so we're very excited to make their job even easier with new solutions," he concludes.



"The time spent on a signing process by four to six people was reduced from days to no more than two hours."

—Mr. Panagiotis Kalandrakis, Applications Director, HELLENiQ ENERGY Group of Companies

## Partner



[Team Candi](#) is a Microsoft designated partner in digital & app innovation, with acquired Microsoft low-code/no-code application development specialization. A member of Quest Group, Team Candi is a Greek company with proven expertise in offering custom high-standard software development solutions that help customers achieve their business goals.

## Products and services

Microsoft Azure

Power Platform

Power BI

Microsoft 365

Microsoft Teams

SharePoint

DocuSign

To find more stories like this, visit the [Microsoft global evidence website](#).

This case study is for informational purposes only.

MICROSOFT MAKES NO WARRANTIES, EXPRESS OR IMPLIED, IN THIS SUMMARY.

Document published March 2023