



Internal Direct Signatures in DRTE

User Guide



DRTE

The **Internal Direct Signature** feature is designed for internal workflows where a formal, third-party e-signature (like DocuSign or Adobe Sign) is unnecessary. This allows a user, such as a Sales Manager or Director, to apply their digital signature to a Quote or SOW directly within the DRTE editor window while reviewing the record.

Key Use Case

A Sales Rep completes a Quote and asks their Manager for a quick sign-off. The Manager opens the record, reviews the content, and clicks a button to stamp their signature and the current date into the document instantly.

Key Benefits

- **Speed:** No need to generate and wait for an external e-signature email request.
- **Audit Trail:** Every signature creates an automatic **E-Signature Log** for compliance.
- **Seamless Integration:** The signature is rendered as a high-quality image directly within the document flow.

Admin Configuration

To use this feature, an administrator must enable the following in the Component Visibility settings:

- **Enable E-Signature:** Must be checked.
- **Toolbar Icon:** Once enabled, the **Blue Pen/Envelope** icon will appear in the DRTE toolbar.

The screenshot displays the Salesforce Dynamic Rich Text Editor (DRTE) interface. The main editor area shows a document titled "PSC Quote Request" with a toolbar at the top. A red arrow points to the "Blue Pen/Envelope" icon in the toolbar, which is used for enabling internal signatures. The document content includes a "PROJECT DESCRIPTION" section with a table of components and a "SCOPE" section with a table of milestones.

Enable internal signatures directly within DRTE Editor, No need to generate a E-signature request

Page > Dynamic Rich Text Editor

- ☐ Read Only
- Filter Category ⓘ
QuoteRequestSOW
- Define Footer (PDF Only) ⓘ
Confidential and Restricted
- Header Image URL (PDF Only) ⓘ
- ☒ Show Page Number (PDF Only)
- ☒ Enable E-Signature ⓘ
- ☒ Enable to Request E-Signature ⓘ
- Set Component Visibility
- Filters

Component	Scope Name	Description	Assumptions
Sales Process Refinement	Sales Process Refinement		
Sales Process Refinement	Opportunity Creation & Qualification Framework Logic	Implementation of the one-click creation logic from the Sales Cloud Lead module and the technical setup of the Qualification Framework (BANT/MEDDIC). The developer will build the logic to engage collaborators and ensure validations are enforced during	Salesforce Lead and Opportunity objects are already mapped for field conversion.

Milestone	Value
Sample Text	Sample Text
Milestone (Out...	Sample Text
Date:	123.45
Value:	123.45
Sample Text	Sample Text
Milestone (Out...	Sample Text

How to Apply an Internal Signature

Follow these steps to sign a document internally:

Step 1: Insert the Placeholder

1. Navigate to the **DRTE** tab.
2. Type or ensure the placeholder tag **{{signature}}** is present in the document where you want the signature to appear.
 - *Note: This is the only template tag that the internal signature utility will recognize and replace.*

The screenshot displays the Salesforce Quote Request interface. At the top, there's a header for "PSC Quote Request" and "Salesforce Upgrade - Sale Process Refinement - Demo". Below this, a table shows key metrics: Type (Detailed Level of Effort Estimate (LOE)), As Sold Margin (53.42%), Net Fees (USD 977,408.11), Discount Amount (USD 51,716.51), and Status (Quote Approved). The main content area has tabs for Details, Summary (Primary Quote), Document (Primary Quote), and DRTE. The DRTE tab is active, showing a rich text editor toolbar with various formatting options. A red arrow points from a text box above the editor to the placeholder text **{{signature}}** in the document content. The text box contains the note: "The only signature placeholder template where the internal signature gets replaced to." Below the placeholder, the text "PROJECT DESCRIPTION" is visible.

Type	As Sold Margin	Net Fees	Discount Amount	Status
Detailed Level of Effort Estimate (LOE)	53.42%	USD 977,408.11	USD 51,716.51	Quote Approved

The only signature placeholder template where the internal signature gets replaced to.

Details Summary (Primary Quote) Document (Primary Quote) **DRTE**

Salesforce Sans 12 B I U [Link] [List] [Table] [Image] [Video] [Embed] [Unlink] [Fullscreen] [Print]

This Statement of Work ("Statement of Work" or "SOW") is governed by the terms of the Technology-Enabled Services Agreement ("Agreement") located at <https://www.simpleinc.com/technology-enabled-services-Agreement>.

{{signature}}

PROJECT DESCRIPTION

Step 2: Launch the Signature Utility

1. Click the **Internal Signature icon** (Blue Pen/Envelope) in the toolbar.
2. An **Internal Signature Utility** window will appear.

