

StepOver Business Model

Step Over
the next step in business

“Who we are and what we want”

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The StepOver GmbH business model

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“Who we are and what we want”

StepOver – Always one step ahead!

As the European technology pioneer and market leader in the field of handwritten electronic signatures, our main emphasis lies in the development of innovative, highly functional hardware and software. Our clients value our all-in-one concept: development, production and distribution are performed by our company, which avoids losses due to external service providers, among many other advantages. Our highly motivated team offers you products that do credit to the term “Made in Germany”.

StepOver GmbH was founded in 2001 and its head office is situated close to Stuttgart airport and the new trade fair centre. The company’s ambitions are founded on many years of EDP branch experience in development and production, as well as a good share of enthusiasm. As leading specialist in the handwritten electronic signature sector, we are a competent and reliable partner for insurance companies, banks and industry in the field of paperless business.

One important starting point in optimising business processes is the removal of paper based signatures and the associated format mismatches. A continuous electronic process is possible through the elimination of such mismatches, leading to an acceleration of all business processes as well as considerable cost savings.

We are continuously looking for supportive innovations that are highly relevant to our clients. That is why our product range is characterised by the preference of quality over quantity. To find the economically most appropriate solution for each client with maximal security, that’s our motto. We don’t do things by halves: we are the technology leader concerning electronically acquired handwritten signature security, with a firm belief in our project, since security leads to acceptance!

And still, brilliant solutions don’t need to be complicated or expensive! Our solutions are clearly oriented towards customer values. We offer new technologies for valuable applications in compliance with the most stringent security and quality standards. This also means that the production takes place in-house. All our signature pads are handmade and extensively tested before delivery. The transparency and openness of our procedures and product management are the guarantee of the client's confidence and credibility. This explains why several large companies from the insurance and financial sectors have decided to implement a StepOver hardware and software solution.

A decisive factor in our success is our staff.

We are all part of the StepOver family and together we all actively build the company. At StepOver, each individual contributes to a better company every single day!

All employees add their background knowledge and personality to the organisation. That’s why we value them so highly as indispensable subject matter experts and pools of creativity. We achieve our professionalism through expert know-how and intelligent work planning; each employee does what he does best and still knows how this relates to the processes in the global organisation. We consider ourselves specialised generalists, we are not restricted in our thinking and are always eager to learn.

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At StepOver, each person feels co-responsible for the global result and the company's success. This also implies self-responsibility and independent decision-making of each employee. In this sense, our working method is always goal- and team-oriented. An informal working atmosphere and flat hierarchies promote direct communication and short decision paths in our company. This enables a strongly service-oriented and individual customer service by each individual employee.

We are really passionate about our products, as we are highly convinced of their potential! The needs of our clients constitute the criteria for ongoing and future development, that's why they are the focus of our activities. We know that our clients are not looking for products, but for practical solutions to their specific problems. In this context, every single day they pose a new challenge for us. We treat our clients as partners, not as consumers, with the aim of establishing a long-term working relationship.

This long-term business relation is also our objective towards our suppliers. In the sense of mutual give and take, we promote doing business at eye level.

StepOver is aware of its social responsibility, especially towards its employees, with regard to signature security and user health. It is also firmly committed to the environment in three ways: through massive paper saving by the technology it develops; through the recycling of old pad housings and its partnership with PrimaKlima-weltweit e.V., who strives for the global reduction of the CO₂ content with the replanting of destroyed or endangered woods and forests.

At StepOver values such as fairness, equality and non-discrimination are upheld internally as well as beyond the company's borders. At the same time a social, liberal and democratic world order is the basis of our success and the standard for our approach. Our ethical limits for commercial transactions are in line with those of our business partners. In all situations, the political and religious neutrality inside and outside StepOver is our priority. StepOver is a liberal-minded and unbiased company, which we also expect from our partners and investors.

Focusing on these values, in the future we are looking to consolidate our market and technology leadership, as well as developing first-rate products and technologies for which a real need exists. This will occur in a healthy, independent company in which the employees are treated as individuals instead of as just a productive force, thus ensuring long-term job perspectives. We also want to keep growing without losing the fundamental advantages of a flexible organisation, i.e. creativity and adaptability. For our clients and suppliers, we still want to be a fair, competent and reliable partner; this also involves sincerity, a large portion of curiosity and the personal commitment of each StepOver staff member.

With our daily positive attitude, we are striving to contribute to social development!